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Board of Trade Journal

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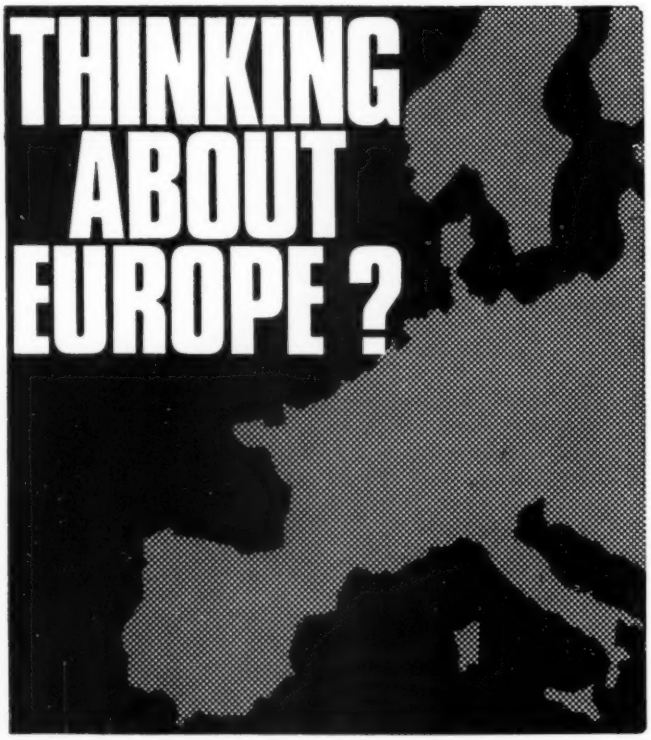

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Front cover photograph

A supermarket in Oranjestad, Aruba, Netherlands Antilles. Concealed within this splendid exterior is a Coseley Buildings steel framed structure measuring 228 ft. long x 80 ft. span. The building was erected by Coseley's agents in Aruba, Petrona & Croes, and the architect was W. H. Watkins & Partners.

BoT Journal: correction

OWING TO a printing error, the cover of last week's issue appeared as 'January 19, 1967'. The correct date was given on all the individual page headings.

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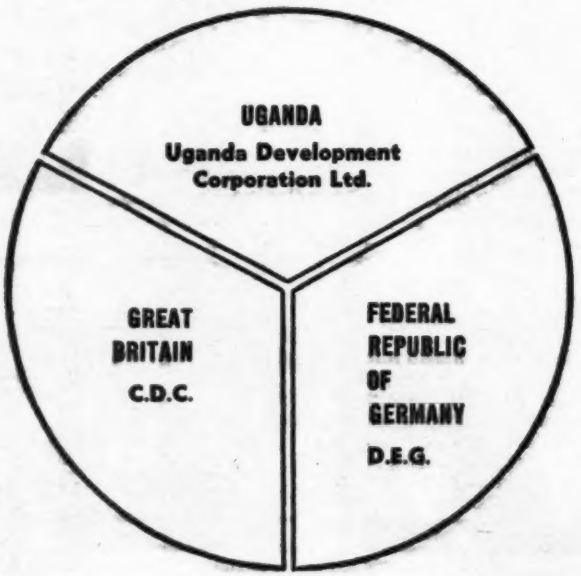

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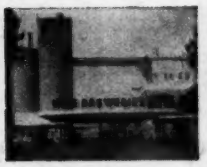

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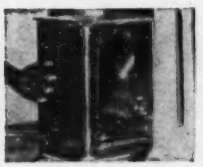
SWEETS

MATCHES

METAL CONTAINERS



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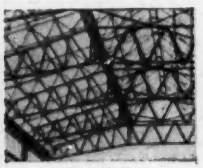

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TRADING OPPORTUNITIES IN AFRICA

The market for British goods in Uganda

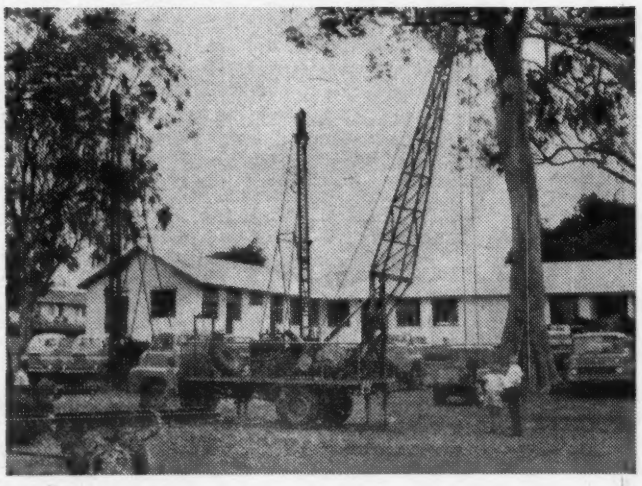
By J. R. Leeland, First Secretary (Commercial), British High Commission, Kampala.

WITH a population of eight million and a Gross Domestic Product of £40 per head, Uganda offers a small but expanding market for British manufacturers. They must, however, take care to conform with the changing pattern of import trade. In particular, they should ensure that the firms who represent them are qualified to apply for import licences; only a limited range of products need these now, but the Government is extending the list and has indicated that eventually all imports will require licences. Until recently many agency firms doing business in Uganda were based in Kenya. They made sales in Uganda via a 'brass plate' company in Kampala or, in some cases, by occasional visits. Where import licences are required they are only issued to autonomous Uganda concerns able to place direct orders with suppliers overseas: agency firms operating from outside Uganda are not permitted to obtain such licences.

Even though the range of goods subject to licensing is gradually being extended, there are still some firms of manufacturers' representatives operating from Kenya, who have not properly established themselves in Uganda. They seem to be postponing the formation of companies in Uganda until licensing affects the products they handle. However, if the issue of licences is, at some time in the future, based on past import performance, it is possible that such firms will find it difficult to justify their applications: naturally, any British concerns they represent will suffer in consequence. So, it is essential that British firms who do business in Uganda should check that their agents there are now in a position to satisfy the Ugandan authorities as to their eligibility for import licences. The important point is to be able to show that the agent is an autonomous Uganda company, not subject to day-to-day direction from Kenya by people who may not be familiar with conditions in the country; furthermore, it is no use an agency company based elsewhere appointing a sub-agent in Uganda: contact must be directly between the overseas supplier and the Uganda importer.

Basis of the economy

Coffee, cotton, copper, tea, animal feeding stuffs, and hides and skins are the country's main exports: the first two on this list account for about three-quarters of the country's export income so the primary processing of these crops is an important feature of the economic scene. All but a very small amount of coffee is not processed beyond the bean stage, but there are two vertical cotton textile mills and others in prospect. Copper ore is mined at Kilembe, near the border with the Congo (Kinshasa), and smelted to blister copper at Jinja, the industrial centre of Uganda. The Government has been anxious to reduce the country's dependence on coffee and cotton and has in hand plans to diversify agricultural production. More tea and tobacco are to be grown; and an examination is being made of other crops that could be exported. In addition, plans are going forward for an expansion of the livestock population, both for meat and dairy production.



New drilling equipment, just arrived from Britain, will be used on the borehole scheme which is helping to solve Uganda's water supply problems.

The principal imports from overseas are: electrical and other machinery, cars, commercial vehicles and other transport equipment, textiles, clothing, iron, steel and metal manufactures, and pharmaceutical products. Industrial production within the country is expanding and the Government is encouraging import substitution. Among goods manufactured in Uganda are: textiles, cement, beer and spirits, cigarettes, constructional steel, iron castings, corrugated iron, asbestos sheet, window frames, hand tools, enamelware, paints, matches, fertilisers, shirts, blankets, fishnets, a variety of food products made from locally grown crops, metal and wood furniture, bicycle tyres and tubes, plywood and packaging materials.

Future development

The Treaty of East African Co-operation which was signed by the Presidents of Tanzania, Uganda and Kenya in Kampala on June 6, 1967, came into force on December 1, 1967: it should prove a further spur to industrial development. The Treaty provides for the creation of an East African Community with headquarters at Arusha in Tanzania; the setting up of an East African Development Bank with headquarters in Kampala; and the removal of some of the headquarters of the agencies of the Common Services Organization from Kenya to Tanzania and Uganda.

(Continued on page 227)

EXPORT HANDBOOKS

The Board of Trade has issued three Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services' and 'Organization for Overseas Marketing' Together they contain 200 pages of information that every exporter should have. To get as many free copies of these three Handbooks as you require for day to day use by your export staff, write now to Information Division, United Kingdom Publicity Section (551), *Board of Trade, 1 Victoria Street, London, S.W.1.*

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There are also provisions for:

(a) a common external customs tariff;
(b) a transfer tax system to help reduce the imbalance in trade within East Africa;
(c) measures to ensure uniformity of excise duties;
(d) investments by the Development Bank to help industrial development in Tanzania and Uganda catch up with Kenya;
(e) the appointment of three East African Ministers (one from each country) to assist the East African Authority (the three Presidents);
(f) remittances between the three countries to be at par with no exchange commission charges.

It is hoped that many projects which have been shelved as a result of uncertainty about the future of an East African Common Market will be revived.

Uganda's second Five Year Plan, inaugurated in 1966, aims at an annual average growth of 6.3 per cent in the Gross Domestic Product. The Uganda Development Corporation, formed in 1952, is today at the forefront of Uganda's industrial development. The Corporation has 54 subsidiaries or associated companies: in some it collaborates with private industrialists. There are two other major industrial organizations in Uganda: the Madhvani Group and the Mehta Group; both were initially sugar growers and processors, but over the years have diversified to cover a wide range of industries. Nearly all the country's electric power is generated by the Uganda Electricity Board at the Owen Falls hydro-electric station near the source of the River Nile on Lake Victoria: this is expected to have a capacity of 170 megawatts when all the generators are installed next year. Another station is projected for the future with a similar capacity: it is not clear yet where it will be installed; two possible sites are at Bujagali (a few miles downstream of Owen Falls) and Murchison Falls, further down the Nile in the north-west of the country.

The United Kingdom provided a £6 million loan to Uganda in 1965 which is now fully committed. Talks are now going on between the Ugandan and British Governments about future financial assistance for capital projects. As agreement is reached on projects details will be published in the *Export Services Bulletin*, unless the source of the equipment has already been decided. It should be noted that British manufacturers wishing to obtain orders for projects financed under British aid should make particulars and prices of their equipment available to the interested Uganda authorities well ahead of aid negotiations so that it is possible for the Ministry of Planning and Economic Development to produce detailed proposals. Naturally, one way of keeping in close touch with likely developments is to have a local agent who can look out for potential openings for equipment made by his principals: visits by executives of British exporters are also important and members of the High Commissioner's staff who deal with capital aid are always ready to discuss possible trade openings with such callers.

Business conditions

The growing and processing of the major primary crops has now largely passed into the hands of African co-operatives. To help the transfer of the distributive trades to African businessmen, a National Trading Corporation has been formed. It has been appointed the sole importer and distributor of salt, rice, ghee, onions, spring balances and scales: and since December 1, 1967, it has had the exclusive right to distribute sugar. It is encouraging the establishment of African wholesalers (some of which are co-operatives of retailers) by offering credit guarantees and discounting and confirming facilities to qualified firms. It will distribute both imported and locally produced merchandise through these African traders.

In a recent policy statement, the Uganda Minister of Commerce and Industry (Hon. W. W. Kalema, MP) said that it was expected that the National Trading Corporation would, in 1967-8, develop further in the field of export/import trade. Arrangements have already been made whereby the Corporation will handle the majority of imports from the USSR (£34,300 in 1965; £175,600 in 1966); and it is also importing items made available under a £½ million Chinese grant. Therefore, firms wishing to introduce new products to Uganda would be well advised to consult the National Trading Corporation before concluding their marketing arrangements.

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(*Continued on page 229*

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From 1961 to 1966 there was an increase of 66 per cent in export income: over the same period imports rose by 78 per cent. Measures to cope with the consequent strain on the balance of payments were announced by the Minister of Finance (Hon. L. Kalule-Settala, MP) in his Budget statement in June of this year: credit controls were imposed and notice was given that import licensing would be extended to all commodities. The Minister said that it was the Uganda Government's intention to restrict the issue of import licences to essential items and to prohibit the importation of unnecessary luxuries; and local industry was to be encouraged. Since the budget, three lists of items have been added to those for which licences were already required. Details of additional licensing measures are published in the *Board of Trade Journal* as they are received.

Licences are only issued to autonomous Uganda concerns purchasing directly from overseas. The object is to avoid a long distribution chain which is thought to raise prices to the consumer by unnecessary mark-ups. The Uganda Government is also determined that commissions earned in Uganda should not be paid elsewhere: and so the activities of indent agents based outside the country are discouraged.

Traditionally, many of Uganda's imports have been confirmed by organizations abroad, principally in London. The terms normally expected by buyers vary from 90-180 days. Longer terms are expected for capital items and in some cases the length of the credit terms has proved to be more important than the price of the equipment. Contracts providing for credit exceeding six months must be approved by the Bank of Uganda. Among the credit controls imposed in the last Uganda Budget was a provision that deposits would be required when letters of credit were opened: also the Minister of Finance indicated that at a date to be announced, all imports would have to be financed by letters of credit; this latter provision has not yet been enforced, but exporters should bear it in mind when arranging business with Ugandan customers.

It is usual in the Uganda market to quote prices in pounds sterling (or Uganda shillings) c.i.f. Mombasa. English is the main business language and the metric system of weights and measures will shortly replace the English system.

Uganda agency firms range from large organizations stocking and distributing a wide range of products, to one-man indent agency firms claiming to represent up to 150 principals. The best type of representation varies according to the product involved: it is not unknown for even the large firms to neglect slow moving agency lines; and where only limited business is likely, direct sales to users are not uncommon. Periodic visits (as part of East and Central African tours) by the export executives of British manufacturers prove most useful in increasing business: such visits are now, of course, facilitated by the many trade missions organized by the British National Export Council; it is essential that such opportunities be taken because our competitors are active in sending their sales and technical staff to Uganda. Some British and foreign firms have established their own marketing organizations in Uganda: and for those concerns with a substantial turnover this can prove a profitable enterprise, especially if they can handle products other than those of their own manufacture.

External trade

These tables show the volume of Uganda's business with her major trading partners:

£ million

Imports from	1965	1966
Kenya	15·3	15·6
Britain	15·7	15·5
West Germany	3·8	4·8
Japan	4·2	2·3
Italy	1·6	2·2
India	1·9	1·9
France	1·6	1·9
China	1·0	1·7
Total	57·6	60·6

Exports to	1965	1966
United States	14·1	17·0
Britain	10·7	12·3
Kenya	7·1	7·3
Japan	1·6	3·3
Tanzania	2·6	3·1
Canada	2·2	3·0
West Germany	1·9	2·5
Spain	0·3	2·3
Total	73·7	77·6

Mr. R. Browning, Uganda Government architect, showing the British High Commissioner in Uganda, Mr. D. A. Scott, CMG, British toast-making equipment installed in the kitchens of the Apolo Hotel, a £2 million ultra-modern hotel constructed by Cementation Ltd., for the Uganda Government.

If Uganda's imports and exports were valued at the Uganda border, rather than where they entered East Africa (mainly Mombasa), the visible trade balance would be considerably less.

It is noteworthy that Kenya, West Germany, France, Italy and China all increased their exports to Uganda in 1966, while Britain lost ground. Moreover, in 1966 Uganda's imports were, in total about 5 per cent higher than in 1965; so that our share of the market dropped from 27.5 per cent to 25.5 per cent. And this was over a period when Uganda was increasing her sales to Britain.

In the first seven months of 1967, Uganda's imports from overseas rose by 12 per cent compared with the same period in 1966: British exporters just about kept pace with their competitors. At the same time, Uganda's exports to Britain continued to increase at a faster rate (17½ per cent) than her total exports (2 per cent).

While it may be expected that the recent devaluation of the £ sterling will improve our sales in Uganda, the decline in our position relative to other suppliers is in part attributable to the fact that exporters from our competitors have been quick to adapt to the changing trade pattern in Uganda: in particular, new exporters have placed their representation in the hands of autonomous Uganda concerns that are in a position to know the market thoroughly, and able to obtain import licences if needed. Also there are still some British firms who do not understand that they must write to their customers by airmail; not only when sending quotations and other preliminary information, but also when dispatching documents to enable goods to be cleared. Considerable ill-will has been caused in cases where British suppliers have sent bills of lading, etc., by surface mail, leading to delays in customs documentation with consequent demurrage charges. Detailed attention to customers' specifications and adherence to quoted delivery dates are also part of the cause of the good reputation of some of the new suppliers from other countries and British firms would do well to examine their own practices in this respect.

(Continued on next page)

UGANDA, *continued*

Although Uganda is an inland country, it is well situated geographically to act as a distribution centre for neighbouring countries. For example, approximately three-quarters of Rwanda's external trade passes through Uganda; Uganda's re-exports to that country in 1966 amounted to approximately half a million pounds; and her sales of her own products there were worth £200,000. The main products involved in this trade were: machinery and transport equipment; manufactured goods, such as textiles, shoes and agricultural equipment; crude materials and fuel and lubricants; food and live animals.

The British High Commissioner to Uganda is now also accredited as the (non-resident) British Ambassador to Rwanda. The Commercial Department of the British High Commission at Kampala is thus able to assist British firms who wish to export to Rwanda.

Import licensing

Details of those items which require import licences were published in the *Board of Trade Journal* on December 15, 1967. Any additions or amendments to this list will similarly be published. British firms can ascertain the latest position from the Tariff Section of the Export Services Branch. Suppliers should ensure before shipment that their customers are in possession of any import licences required.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal ***under the heading 'Information for Exporters'. Fuller information is also provided in the*** Export Service Bulletin, ***which is published by the Export Services Branch of the Board of Trade,***

Export opportunities in Uganda

BELOW IS A list of current export opportunities in Uganda reprinted from the *Export Service Bulletin:*

Reference No.	Commodity		Bulletin No.
ESB. 3508/68	Motor car accessories	Agency	17/68
ESB. 3240/68	Shirt-making materials	Export opportunity	17/68
ESB. 2322/68	Tubes; venetian blind-making machinery and equipment	Export opportunity	11/68
ESB. 575/68	Ball and roller bearings; bicycle parts; motor accessories; batteries and spare parts; pipes and pipe fittings; plastic products; steel products; wire rolls	Agency	11/68
ESB.46097/67	Cotton saree voiles	Export opportunity	1/68
ESB.46206/67	Asphalt manufacturing plant; cotton wool manufacturing machinery; pipe manufacturing machinery	Export opportunity	1/68
ESB.45058/67	Confectionery; foodstuffs; household cleaning materials; kitchen cloths	Agency	253/67
ESB.45797/67	Motor car spare parts	Export opportunity	253/67
ESB.45745/67	Air conditioning unit	Export opportunity	252/67
ESB.45747/67	Machine tools	Export opportunity	252/67
ESB.45786/67	Tin plate machinery, equipment and raw materials	Export opportunity	252/67
ESB.45359/67	Electrical engineering equipment; welding equipment; woodworking machinery	Agency	252/67
ESB.45279/67	Wall coverings	Export opportunity	250/67
ESB.45360/67	Galvanizing plant; steel strip	Export opportunity	249/67
ESB.36896/67	Domestic electrical appliances; measuring instruments; moisture testing equipment; projectors	Agency	247/67
ESB.43180/67	Clothing; toys	Export opportunity	240/67
ESB.41195/67	Creosote	Export opportunity	230/67
ESB.40834/67	Clothing	Export opportunity	225/67
ESB.13171/67	Decorative light fittings	Agency	220/67
ESB.37466/67	Mobile quick freezing unit	Export opportunity	219/67
ESB.39147/67	Clothing fabrics; haberdashery; interlinings	Export opportunity	217/67
ESB.39247/67	Heat processing plant	Export opportunity	216/67

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Lord Cromer's report on export business from capital projects overseas

IN A WRITTEN reply to a Parliamentary Question on January 18, Mr. Anthony Crosland, President of the Board of Trade, announced the results of an inquiry by the Earl of Cromer into the problems for British exporters in tackling large export projects overseas.

Mr. Crosland said 'the report throws valuable light on how government and industry can jointly approach the special problems of large export projects. I accept and have already acted on Lord Cromer's main recommendations to set up an Overseas Projects Group in the Board of Trade. I shall pursue his more detailed recommendations in consultation with other departments and with industry.'

In his letter submitting the report to the President of the Board of Trade, Lord Cromer speaks of the part the Board of Trade can play in encouraging an effective approach to such business and in dispelling misconceptions about defective British performance in this field. The report is published as a White Paper and is available from HMSO, 49 High Holborn, London, W.C.1, and branches, price 3s. 3d. (or 3s. 6d. by post from HMSO, PO Box 569, London, S.E.1).

Notes:

Lord Cromer, former Governor of the Bank of England, and now a merchant banker with Baring Bros. in the City, undertook his investigation at the request of the former President of the Board of Trade who announced it to Parliament in his speech of April 17, 1967, during the Budget debate.

During the intervening months, Lord Cromer has held extensive discussions with over 100 different firms, professional and financial institutions and trade associations. These represent a wide cross-section of industry and commerce, embracing business in power generation projects, telecommunications, water schemes, transport, factory construction and industrial plant, building, civil engineering and mining. The British National Export Council and the Confederation of British Industry have put their views to Lord Cromer, who has also held discussions with the nationalized industries, as well as pursuing inquiries of a number of Government departments and obtaining the views of overseas posts about British performance and our competitors' operations.

Contents of the report

Lord Cromer prefaces his findings by stating the need to allow British industry adequate financial incentives to shoulder the very real financial risks involved in tackling capital projects overseas. The report then sets out the specific findings below.

Information

Industry gets to know about prospective projects readily enough, either from its own sources of information or from the Government's information services which have improved substantially to industry's general satisfaction. In disseminating information to industry, the Board of Trade should intensify their present efforts to draw particular prospects to the attention of individual firms and to pursue follow-up inquiries about the action taken by those firms.

Consultants: instigation of projects and feasibility studies

The impartiality of British consultants in providing clients overseas with feasibility and design studies on projects is a commercial asset and requires consultants to avoid national bias in advising their clients about the best sources of supply for each part of a project. Competitive British suppliers stand to benefit from such work. Alternatively, British industry can itself initiate feasibility studies by employing consultants or its own technical resources on them, to open up opportunities for turnkey bids and package deals covering whole projects. The Board of Trade should undertake continuous study of foreign competition, to obtain the necessary perspective for judging British performance. Cut-price feasibility studies, though a calculated risk, offer some competitive advantage in the instigation of projects and any public funds for financing such studies should be available to industry as well as to consultants, so that a twin approach to the instigation of projects may develop. The Board of Trade can encourage and co-ordinate this twin approach which, together with the facilities of the merchant banks and ECGD, should assist industry in its business of selling projects overseas.

Tendering and allied activity

Public financial assistance for industry's heavy costs of tendering for projects is neither appropriate nor practical. Collaboration within industry on certain pre-tendering activity may be worth financial encouragement, however; firms could concert their exploration of particular markets; they could co-operate in offering potential customers a service to design and build projects; they could set up specialist companies to promote the selling of projects and to manage their construction and operation. All this might help to avert wasteful competition between British firms on the same project and would have to call on industry's full range of technical 'know-how'. Standardization of the intricate contractual documentation involved in handling projects, together perhaps with an authoritative handbook on the subject, would also help.

Consortia and other organizational combinations

An *ad hoc* combination of firms suited to the needs of a particular project is generally more competitive and adaptable than a semi-permanent consortium, which by common consent suffers from a number of disadvantages, outside certain narrowly-specialist fields of activity. Industry has no intrinsic difficulty in combining to tackle projects in whatever way is best, though the financial problems increase with the size of the project.

Nationalized industry

The public sector's volume of domestic ordering and its influence on standards and specifications for domestic business, can affect industry's ability to tackle overseas projects effectively. The nationalized industries, with their wealth of technical experience and 'know-how' of design and processes, already contribute directly to private industry's efforts at overseas projects in a number of ways. This contribution should be promoted by developing the existing consultancy organizations in which the nationalized industries take part and by setting up new ones. Such organizations should afford the nationalized industries a commercial return for their contribution and should combine it with a sales force from private industry.

The organizational approach and finance

The Board of Trade should establish an 'Overseas Projects Group', publicly identified as the point at which the Board of Trade should co-ordinate the diverse governmental activities bearing on industry's approach to projects overseas. This group should collate all information about projects and foreign competition, seeking to minimize the number of opportunities for business that are missed, so that available information is put to the best possible use and industry is confident of the Government's maximum encouragement. Present public financial arrangements to support feasibility surveys by consultants should be reconsidered. Such support should also be available to industry for feasibility surveys, for the various possible forms of collaboration between firms on pre-tendering and allied activity and for the consultancy organizations in which private and nationalized industry participate jointly.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businesmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Ways to 'Back Britain'

—Sir Richard Powell

SIR RICHARD POWELL, Permanent Secretary to the Board of Trade, was the guest of honour at the luncheon of the Business Equipment Trade Association in London on January 18.

After acknowledging the disappointments of 1967 – the worsening of the economic situation and the disappointment of the failure of our application to join the EEC (a disappointment offset, he pointed out, by the success of the Kennedy Round negotiations) – Sir Richard spoke of the opportunities created by devaluation. The average benefits to exporting firms would be in the region of 10 per cent allowing for the withdrawal of the export rebate and SET premium (outside development areas) and for the rise in import costs. The general effect of devaluation was to make exports more competitive and imports less competitive so that industry would have opportunities both at home and abroad.

Referring to the controversy on export prices, Sir Richard said that there was no automatic or universal rule. Each firm should assess its own best policy in relation to each of its products in each of its markets.

Sometimes it would be right to maintain prices in full. Sometimes it would be better to reduce prices, within the bracket allowed by devaluation in order to get higher volume of exports and a firmer grip on particular markets. Where the situation was not absolutely clear cut it would seem right to take a long-headed view and to subordinate immediate profit to longer term expansion.

'On the home front much has been said in recent weeks about Backing Britain and Buying British', said Sir Richard. 'The Back Britain movement seems an admirable initiative in so far as it shows the will of the individual to do what he or she can to help in putting the country on the right path and is thus much to be commended. We should not, however, allow ourselves to be deluded into believing that we can solve our problems by this sort of means alone. We still have to tackle the other problems which need to be solved if we are to raise our standards of efficiency to the level needed to enable us to compete aggressively in world markets against the formidable competition of other advanced countries. We still need more enlightened and educated management that can give the necessary lead to its employees. We still need a much strengthened management structure in industry which will bring the average up to the standard of the best. We still need more modern labour-saving plant and equipment and the willing acceptance of the introduction of such equipment by the labour force. We still need more intensive use of expensive capital equipment and the acceptance of shift working where this is required in order to achieve this. We suffer more than many industrial countries from under-use of our capital assets. We still need a higher and more professional standard of marketing and salesmanship at home and abroad. It is sometimes dismaying to be told that some firms buy imported equipment because they do not know what is available from home production or because what is available is not well adapted to the use to which the purchaser wishes to put it. If this is really true it points to deficiencies in marketing and selling in some sectors of industry that need urgent attention.'

Sir Richard continued: 'Buy British seems also to be an admirable objective so long as the British buy is the best buy, as it so often is. Here too better marketing can improve the quality of the buy. We should however beware of allowing this admirable objective to be distorted into an inward looking attitude which believes that because something is British it must be best and that we ought to be able to meet all our own needs from our own production. This is a vain desire. We should not turn in upon ourselves but outward to the rest of the world where our opportunities lie. We depend more than most countries on the continuing expansion of world trade and the elimination of barriers to trade. Our exports of manufactured goods are far higher than our imports and the scope for expansion of business lies far more in developing our export markets than in seeking to substitute home produced goods for imports. We must also increasingly specialize in those goods which we are best qualified to produce, and we should cease to think that because we were once the workshop of the world we can still be a universal provider. We have lessons to learn here from countries such as Switzerland and Sweden, who with far less resources at their disposal than we have in this country have managed to raise their standard of living a good deal higher than ours by concentrating their efforts on those things which they are best equipped to make and sell in world markets. We must increasingly pursue the same course. We should not be ashamed of buying Japanese cameras nor should we seek to put resources into producing goods here which have no chance of standing up against foreign competition in third markets. We should seek to develop lines of production in which we can dominate the world in the same way as the Japanese have done with their cameras; we should not adopt the other course of developing a second-rate industry and then insist on protecting it by putting restrictions of one kind or another on the imports of the more efficient product.

'We must therefore continually strive to improve our own standards of design, quality and reliability and we must develop to the full the skills of marketing and selling them to the world at large. Devaluation has given us a new opportunity to put this philosophy into practice. I feel certain that British industry will rise to the challenge.'

Mr. D. Forbes-Watson (left), president of the Business Equipment Trade Association, and Sir Richard Powell, Permanent Secretary, Board of Trade, at the BETA luncheon in London on January 18.

Chairman of the Consumer Council

MR. ANTHONY CROSLAND, President of the Board of Trade, announced on January 18 that he will appoint Lord Donaldson to succeed Lady Elliot as chairman of the Consumer Council next April.

Notes:

Lord Donaldson is a director of the Royal Opera House, Covent Garden, and of Sadlers Wells. Lady Elliot was appointed in 1963 as the council's first chairman.

The council was set up on the recommendation of the Molony Committee on Consumer Protection. There are at present 12 members.

The council has the following terms of reference: (a) to inform itself about the consumer's problems and about matters affecting his interests; (b) to consider, after consultation where necessary with other affected interests, the action to be taken to deal with such problems, or to further or safeguard such interests and to promote that action; (c) to provide advice and guidance for the consumer, in particular through the Citizens' Advice Bureaux and other appropriate organizations and by its own publications; (d) to publish an annual report.

The following are excluded from the council's functions: (a) the preparation or publication of comparative test reports; (b) the taking up of complaints on behalf of individual consumers; and (c) law enforcement action.

The annual Exchequer grant in support of the council's activities has increased from £60,000 in 1963-64 to the present figure of £190,000 (1967-68).

BoT meetings with industry following devaluation

REPRESENTATIVES OF THE British Furniture Manufacturers' Federated Associations met officials of the Board of Trade on January 10 to discuss the effects of devaluation on the furniture industry, with special reference to the price of raw materials, the costs of manufacture, and to export prospects.

Officials of the Board of Trade have also recently met representatives of the glass container, crystal glassware and pottery industries and discussed with them the effects of devaluation with special reference to costs and export prospects.

Seventh BNEC Action 68 conference

EXPORTERS IN THE Northern Region will discuss the best ways to profit from devaluation at a meeting in Newcastle-upon-Tyne on February 14, organized by the British National Export Council. The chairman will be Sir John Wrightson, chairman and managing director of Head, Wrightson & Co. Ltd., Thornaby-on-Tees, Yorkshire, and a member of the BNEC Export Council for Europe.

The meeting opens at 2.30 p.m. at Rutherford College of Technology, Northumberland Road, Newcastle-upon-Tyne. Entitled 'Action 68 Northern Region', it is the seventh in the series of BNEC conferences throughout the United Kingdom aimed at helping businessmen to get the utmost export price advantage from devaluation.

A full report of the papers given at six previous Action 68 conferences, organized by the British National Export Council, in the second week of this month, have now been published by BNEC. Copies can be obtained from BNEC at 6-14 Dean Farrar Street, London, S.W.1.

In a report on these conferences in the January 19 issue of the *Journal* the headline on page 157 should have read: 'BNEC conferences aid for medium and smaller exporters.'

BNEC resignations and new appointments

THE BRITISH National Export Council has announced that at its meeting on January 16 the retirement of Lord McFadzean, its founder chairman and president, and of Lord Netherthorpe, a deputy chairman, were accepted with deep regret.

Sir Derek Pritchard, chairman of BNEC, paid tribute to the work which both had undertaken not only for the council, but in the national cause in exports.

The office of President of BNEC was created in 1966 as a special honour for Lord McFadzean, and this will now lapse.

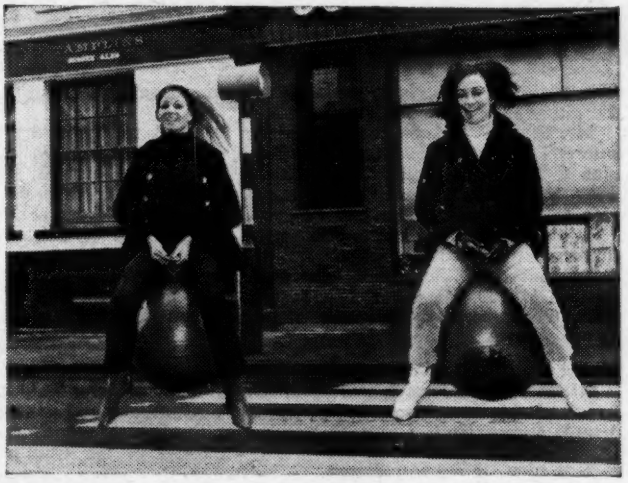
The retirements of Sir David Brown and Sir Stanley Harley were also received by the council, who expressed deep gratitude for their contributions as founder members.

Two new appointments were made. Sir Peter Runge was elected a member and appointed deputy chairman to succeed Lord Netherthorpe. Lord Clydesmuir was elected a member and this will strengthen the council's representation from Scotland.

Industrial Expansion Bill

THE INDUSTRIAL EXPANSION BILL was published on January 17. The Bill authorizes Ministers responsible for sponsoring industries to provide, in accordance with schemes approved by the House of Commons, financial support for projects designed to promote industrial efficiency, productive capacity or technological advance. It also makes provision for financial support for certain specified industrial undertakings, provides additional capital for the National Research Development Corporation and modifies the Civil Aviation Act in relation to the purchase of the undertakings of Beagle Aircraft Ltd. and other transactions under the Bill. In addition, it modifies and makes permanent existing supply powers of Ministers which at present have to be renewed annually.

BUOYANT EXPORT MARKETS



Bouncing their way into the export market with a new product are Orbital Toys and Recreation Company of Worcester. Orbital have landed a contract worth nearly £250,000 with an American company for a quarter of a million of their Ride-a-Roo balls. Nicknamed 'jockey balls', they are ridden by the user and bounced along the ground in frog-like leaps. After signing the contract with the Heeter Corporation of St. Louis, Mr. Stanley Tozer, Orbital's managing director, said that negotiations are being made with 40 other countries. The picture shows two teenagers bouncing over a pedestrian crossing at East Grinstead, Sussex, on their Ride-a-Roo jockey balls.

DANISH CUSTOMERS VISIT BRITISH SUPPLIERS

W. David & Sons Ltd., London, claim to have captured approximately 75 per cent of the total market in Denmark for glass-fibre fillers and pastes. This news was celebrated by a recent visit to the W. David factory at Wellingborough, Northants, of Mr. Aage Zachariassen and Mr. Johannsen of David's Danish agents Paul Bergsoe and Son of Glostrop. During their nine years' association with W. David, annual sales figures have risen from £950 to a record £32,500 in 1966; the 1967 figures are expected to be even higher. The picture shows Mr. Zachariassen (left) with Mr. D. S. Simmonds, works director of W. David & Sons' factory at Wellingborough.

Appointments to Furniture Development Council

THE BOARD OF TRADE have made the following appointments to the Furniture Development Council:

Mr. E. J. W. Adams, until December 31, 1969, to represent the interests of persons carrying on business in the industry in succession to Mr. D. A. Walker; Miss Sheila Black, until December 31, 1969, to serve as an independent member of the council in succession to Mrs. Jean Robertson; Mr. J. Crump, until December 31, 1968, to represent the interests of persons employed in the industry in succession to Mr. G. Amos.

The Board of Trade have also made the following re-appointments: Mr. D. Head and Mr. F. G. Levin, until December 31, 1969, to represent the interests of persons carrying on business in the industry.

Notes:

Mr. E. J. W. Adams is joint managing director of John Sadd & Sons Ltd., Maldon, Essex, timber importers, sawmillers and joinery manufacturers. He is a council member of the British Woodwork Manufacturers' Association and is also chairman of the 'Built-in' units section of the association.

Miss Sheila Black is a journalist and writes for the *Financial Times*.

Protection of Depositors Act 1963

THE BOARD OF TRADE announce that from January 27, 1968, those companies that are to be treated as banking or discount companies for the purposes of the Protection of Depositors Act, 1963, are those companies and only those companies that are treated as banking or discount companies for the purposes of Schedule 8 to the Companies Act, 1948.

Notes:

The announcement confirms that there is to be no change at present in the list of banking or discount companies for the purposes of the Protection of Depositors Act.

Under the Protection of Depositors Act, 1963, banking or discount companies are exempt from complying with its provisions. The companies are there defined as those treated by the Board of Trade as banking or discount companies for the purposes of paragraph 23 of Schedule 8 to the Companies Act, 1948 (a provision relating to accounts). The relevant amendment to the Protection of Depositors Act is contained in section 127 of the Companies Act, 1967.

Section 12 of the Companies Act, 1967, empowers the Board, in effect, to alter the list of Schedule 8 banking or discount companies by regulations, and, because this could be done for reasons not connected in any way with the purposes of the Protection of Depositors Act, it is appropriate to establish a separate list for the purposes of this Act.

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OVERSEAS MARKETING

An intensive three-day course, to be held from Tuesday to Thursday, February 13th, 14th, 15th, 1968.

This course is a stimulating appraisal of overseas marketing problems, and is designed for overseas representatives and export management.

Programme:
I. The Marketing Approach
II. Effective Organisation
III. Promotion of Overseas Sales

The detailed programme and registration form are available now from the Academic Registrar at the College, quoting reference JG/AP. Hotel accommodation can be arranged if required.

Restrictive Trade Practices Act, 1956

THE BOARD OF TRADE have given directions to the Registrar of Restrictive Trading Agreements under Section 12 of the Restrictive Trade Practices Act, 1956, authorizing him to remove from the Register the agreement which concerns the Associated Metal Supply Company Limited.

Section 12 of the Restrictive Trade Practices Act provides that the Board of Trade may, upon representations from the Registrar, give directions authorizing him to remove from the Register particulars of such agreements of which particulars are for the time being entered therein as appear to the Board of Trade to be of no substantial economic significance.

Section 12 (3) of the Act requires the Board of Trade to lay before each House of Parliament a statement containing particulars of the agreement to which the directions relate and this has been done today.

Notes:

The agreement to be removed from the Register relates to the members of the Associated Metal Supply Company Limited who enforce conditions regarding the acceptance of the terms of a rebate scheme, a requirement to purchase, within 12 months, a minimum amount of goods and a requirement to purchase sufficient goods in a quinquennial period.

Ninety-eight directions have previously been issued by the Board of Trade. The most recent of these appeared in the *Board of Trade Journal* on December 22, 1967 (page 1591).

Statement of the Minister of State, Mr. George Darling

Upon receiving representations from the Registrar of Restrictive Trading Agreements, the Board of Trade gave directions on January 16 that the following agreement should be removed from the Register under Section 12 of the Restrictive Trade Practices Act, 1956, on the grounds that it appears to be of no substantial economic significance. The agreement in question concerns the Associated Metal Supply Company Limited. It includes restrictions regarding the acceptance of the terms of a rebate scheme, the requirement to purchase, within 12 months, a minimum amount of goods as laid down by the company and the requirement to purchase sufficient goods in a quinquennial period to entitle them to retain a share of the company.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, are will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demands for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by February 9, 1968.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.29	*N*-(4-Chlorobenzoyl)-*N*-(4-methoxyphenyl) hydrazine	1-(4-chlorobenzoyl)-1-(4-methoxyphenyl)-hydrazine	December 31, 1968	13121
29.35	Brompheniramine hydrogen maleate	2-[p-bromo-*a*-(2-dimethylamino ethyl) benzyl) pyridine maleate	December 31, 1968	13112
29.44	Spectinomycin sulphate	As in previous column	December 31, 1968	13124

Thomson Newspapers Ltd. — Crusha and Sons Ltd.

THE REPORT by the Monopolies Commission on the proposed acquisition of three weekly newspapers owned by Crusha and Sons Ltd. by Thomson Newspapers Ltd. was published on January 18 as a House of Commons paper (HCP 66).

On September 25, 1967 the Board of Trade received an application for their consent under Section 8 of the Monopolies and Mergers Act 1965 to the transfer of three newspapers owned by Crusha and Sons Ltd., namely the 'Tottenham & Edmonton Weekly Herald', the 'Wood Green, Southgate & Palmers Green Weekly Herald' and the 'Enfield Weekly Herald' to Thomson Newspapers Ltd. In pursuance of the requirements of the Monopolies and Mergers Act the Board of Trade referred the matter on October 10 to the Monopolies Commission for investigation and report.

Finding by the Commission

The Commission have concluded unanimously that the transfer to Thomson Newspapers of the three weekly newspapers owned by Crusha may not be expected to operate against the public interest.

The Board of Trade View

The President of the Board of Trade has accepted the Commission's conclusion and consent to the transfer was given on January 18.

Summary of the Commission's Report

Facts

The Commission noted that the Tottenham & Edmonton Weekly Herald has a circulation of about 33,900 and has a monopoly in the Tottenham area. The other two newspapers have a joint circulation of about 11,000 and are subject to considerable competition from other local weekly newspapers in the areas in which they circulate.

The Commission noted that the five largest undertakings, including the Thomson Organization, now owned between them 15 per cent of the local weekly newspapers published in the United Kingdom. It appeared to the Commission that the process of increasing concentration of ownership of the local press had been maintained since the Royal Commission's report on the Press, 1961-62, and that the present extent of concentration could no longer be dismissed as negligible.

Conclusions

In reaching their final conclusion the Commission considered five principal aspects of the merger and their findings under each of these heads can be summarized as follows:

(*a*) *Prospects of the Crusha papers*

The Commission found that there was no financial reason why the present owners should not be able to continue on their own to publish the papers and they did not think that the absorption of these three newspapers into a larger group could be said to be necessary in order to save them from extinction.

(*b*) *Local Effects of the Proposed Merger*

The Commission found no reason to believe that the entry of the Thomson Organization into areas served by the three newspapers could be assumed to put the neighbouring local newspapers in peril of absorption or extinction. The transfer of the Crusha newspapers to Thomson ownership would have no immediate local effect except that the monopoly in Tottenham and Edmonton would be Thomson's rather than Crusha's. The Commission noted that any further acquisitions by the Thomson Organization in the areas served by the Crusha newspapers would be subject to consideration under the Monopolies and Mergers Act.

(*c*) *Thomson Ownership and Commercial Efficiency*

The Commission considered that the Thomson Organization were one of a number of newspaper proprietors who would be likely to use the resources of Crusha more efficiently than they were being used at present. The Commission were of the opinion that so far as the commercial and economic issues were considered in isolation, there could be no objection to the proposed merger.

(*d*) *News Presentation and Free Expression of Opinion*

The Commission found no reason for believing that the transfer to Thomson ownership of these weekly newspapers was likely to have any adverse effect on the presentation of news or the free expression of opinion in them.

(*e*) *Concentration of Ownership of the Press*

The Commission noted that the Thomson Organization controlled newspapers which account for seven per cent of the circulation of the daily press, seven per cent of the Sunday press and some three per cent of the local weekly press of this country. Although they considered that these figures understated the power of the Thomson Organization – having regard in particular to the influence of The Times and The Sunday Times – they noted that the acquisitions under investigation would add but slightly to that power and it was not their view that the Thomson Organization was already so powerful that any additional newspaper interest whatever would constitute a danger to the public interest.

Conclusion of the Commission

The Commission considered that if the present proprietors so desired, the newspapers could be continued on an independent basis. On the other hand, after considering the local and national press situation, the commercial aspects of the transaction together with factors affecting control over the publication of news and opinion, they found no reason why the transfer should not take place. They concluded that it may not be expected to operate against the public interest.

Notes:

The report (HCP 66, price 3s. 9d.) is available from HMSO, 49 High Holborn, London, W.C.1 or by post (price 4s. 0d.) from HMSO, PO Box 569, London, S.E.1.

The members of the Group of the Monopolies Commission who carried out this investigation were: Sir Ashton Roskill, QC (Chairman); A. H. Bruce, Esq., CBE, DL, Sir Henry Hardman, KCB (Deputy Chairman); Professor H. L. A. Hart, FBA, E. L. Richards, Esq., MBE, MC, TD, Professor B. S. Yamey, Dame Kitty Anderson, DBE, Henry Bate Esq., H. R. Davies, Esq.

The last three named were appointed by the Board of Trade from a panel of persons maintained for the purpose of taking part in the investigation of newspaper mergers.

This was the second reference to the Monopolies Commission of a newspaper merger since the Monopolies and Mergers Act came into force in August 1965.

The Act provides that a transfer of a newspaper to a newspaper proprietor whose newspapers have an average circulation per day of publication of 500,000 or more copies shall be unlawful and void unless the transfer is made with the written consent of the Board of Trade. Save in exceptional circumstances, which did not apply in this case, the Board of Trade may only give consent where the newspaper transferred has a circulation of 25,000 or more after an investigation of the proposed transaction by the Monopolies Commission.

Consideration of mergers by the Board of Trade

IN CARRYING out their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following three proposed mergers to the Monopolies Commission under the provision of that Act: (1) The Rio Tinto-Zinc Corporation Ltd. and Borax (Holdings) Ltd.; (2) Tube Investments Ltd. and Associated Tube Companies (Compoflex) Ltd.; and (3) The Abbots, Friars and Monks Investment Trusts.

Government welcome for BMH/Leyland merger

THE MINISTRY of Technology announced on January 17: 'The Government welcome the announcement of proposals for a merger between the British Motor Holdings Limited and the Leyland Motor Corporation Limited. The joint operation of these two great companies should further strengthen their position in export markets in which both already have fine records. The Board of Trade do not intend to refer the merger to the Monopolies Commission.'

The Oversea Companies (Accounts) (Exceptions) Order 1968

OVERSEAS COMPANIES are required to prepare annually accounts and other documents and to deliver copies of them to the Registrar of Companies. This Order (SI 1968 No. 69), which comes into operation on January 27, excepts these accounts and documents from compliance with certain provisions of the Companies Act, 1948, and the Companies Act, 1967. The directors' report is excepted from the documents that have to be delivered with the accounts, and certain information about subsidiary companies, associated companies, emoluments and turnover is excepted from the particulars that have to be given in the accounts.

The Order may be obtained from HMSO, price 3d., plus 3d. postage.

NATO codification system

HM GOVERNMENT has co-operated with other members of the North Atlantic Treaty Organization in the operation of a common system of identifying and classifying items of military equipment and stores used by the armed forces of the member countries. This system has also been adopted by certain other countries.

Contracts placed by such Governments or Agencies on behalf of their armed forces will normally contain the NATO Codification Standard Contract Clause. This clause reads as follows:

> 'The contractor will provide the Defence Codification Authority (DCA) [in the producer country] or a government agency nominated by DCA with engineering drawings, specifications and related documentation conveying item identification data and also draft item identifications, if required, as specified by the producing country for those items designated by the contracting authority to support the equipment covered by the contract and for which new item identification must be prepared. For items procured by the prime contractor from a subcontractor or vendor, the prime contractor will provide the name of the actual manufacturers and his (their) drawing or part numbers and applicable technical data plus draft item identification, if required. All necessary data and draft item identifications required will be submitted at the earliest practicable date and in all instances within the time limits specified in the contract. For the life of the contract, the prime contractor will provide updating information regarding all modifications or design changes made to the equipment or spare parts. When draft item identifications are to be provided these will be prepared in accordance with a contract specification furnished by DCA. The contractor will contact the Defence Codification Authority before completing arrangements for the supply of technical information or the preparation of draft item identifications for instructions regarding the manner in which the codification requirement will be met.'

Any invitation to tender, or contract, containing the above clause will, therefore, require the concerned items to be identified to the NATO system before they are delivered.

Within the United Kingdom, preparation of draft item identifications on behalf of international contracts is carried out by codification contractors approved by UKDCA, but appointed by the end-item manufacturer against whom, the concerned codification clause is applicable. Costs of the codification contractor are the responsibility of the end-item manufacturer, who should in turn make provision to recover these either within the equipment tender or contract price or as instructed by the purchasing authority.

It is essential, therefore, that in every case where NATO Codification is stipulated by an overseas purchaser as a requirement, the concerned manufacturer/contractor should seek the advice of the United Kingdom Defence Codification Authority, at the following address, as soon as possible.

> United Kingdom Defence Codification Authority, Ministry of Defence, DCA(b), Blackbrook Lane, Bickley, Bromley, Kent (Tel. 467 2600, Ext. 6127/6165).

A booklet, entitled *Manufacturers' Guide to NATO Codification* may be obtained on request from the above address (Ref. GD 3137/67).

Licensing Executive Society – United Kingdom Chapter

THIS SOCIETY was established in the United States in 1965 for the following purposes:

(a) To function as a non-profit, professional and educational society, encouraging high professional standards among individuals engaged in the domestic and/or foreign licensing of technology and industrial property;
(b) To assist its members in improving their skills and techniques in the area of licensing through self-education, the sponsorship of educational meetings, the publication of articles and other materials, and the exchange of ideas related to domestic and foreign licensing; and
(c) To inform the public and the business community concerning the importance and value of: (1) licensing, and (2) the high professional standards of those engaged in licensing.

Its current membership is in excess of 400, of whom about 350 are in the United States and the remainder in the various parts of the world, including 20 in the United Kingdom. The members include: (1) Senior staff of Corporations and other bodies concerned with the arrangements for the transfer of industrial property; (2) Patent attorneys, lawyers and agents; and (3) Others who are involved first-hand, directly or indirectly, with this subject. Membership is on an individual basis and consists of three classes: Corporate members, general members, honorary members.

The British Branch of the Society intends holding its first meeting at the end of this month, and the Society, jointly with the British Institute of Management, plan a second Conference on International Licensing, which on this occasion will be primarily concerned with licensing regulations between the United Kingdom and the countries of the Common Market.

Further inquiries should be addressed to the chairman, Dr. B. J. A. Bard, CBE, National Research Development Corporation, Kingsgate House, Victoria Street, London, S.W.1; or hon. secretary/treasurer, Mr. B. Rabbetts, Licence and Contract Servicing Manager, The Glacier Metal Company Ltd., Glacier House, Alperton, Middlesex.

New RoSPA accident prevention service for Scottish industry

THE Royal Society for the Prevention of Accidents is running an experimental scheme in Scotland aimed at providing the smaller industrial firm with a comprehensive accident prevention training advisory service.

This goes some way towards meeting the point made by the Factory Inspectorate in 1966 that the smaller industrial firm is often the biggest accident producer, perhaps because many of these firms are unable to afford the salary of a full-time safety officer. Under the RoSPA scheme a qualified accident prevention trainer/adviser can be hired to take a hard look at the accident problem in any factory or work-place. He will carry out a complete survey and report his findings in writing to management.

Pump manufacturers' mission to Far East

FOLLOWING TWO SUCCESSFUL missions to the Middle East, the British Pump Manufacturers' Association is sponsoring a mission to the Far East which will leave London on February 27, returning on April 7. The mission will be led by Mr. O. B. Howl, Lee Howl & Co. Ltd., and will visit Ceylon, Djakarta, Bangkok, Penang, Ipoh, Kuala Lumpur, Singapore, Kuching, Brunei, Jesselton and Rangoon.

If any pump or allied equipment manufacturer is interested in joining the mission, he should write without delay to Mr. R. Saunders, British Pump Manufacturers' Association, Glen House, Stag Place, London, S.W.1.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. *(Addresses on page xviii of the supplement to this issue.)*

Visits by British Overseas Commercial Representatives during the period February to April, 1968

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country during the next three months.

GHANA Accra	A. H. BIRCH, OBE, Counsellor (Economic and Commercial)	March	In present post since 1967
ITALY Rome	D. A. HAMLEY, First Secretary (Commercial)	March	In present post since 1965
JAPAN Tokyo	A. F. R. HARVEY, First Secretary (Commercial)	March/April	In present post since 1967
SAUDI ARABIA Jedda	R. McGREGOR, First Secretary (Commercial)	April	In present post since 1966
SIERRA LEONE Freetown	R. S. WEBSTER, Commercial Officer	March/April	In present post since 1965
SOUTH AFRICA Johannesburg	A. R. POWELL, Vice-Consul (Commercial)	March/April	In present post since 1965

British firms and organizations (including those in the Board of Trade Eastern Region, and London and South-Eastern Region) which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. (The Board's Regional Offices together with the areas covered and the appropriate Office for Northern Ireland, were listed at page 1675 of the December 29, 1967 issue of the *Board of Trade Journal*.) Those firms and organizations other than in the Eastern Region and the London and South-Eastern Region, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London, should write to Tours Section, Board of Trade, Sanctuary Buildings, 20 Great Smith Street, London, S.W.1.

Firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, are in close touch with all overseas representatives and would be glad to advise British firms on matters related to their export trade. Regional Officers of the Board of Trade, or in Northern Ireland, the Ministry of Commerce, Belfast, are also available for consultation on export matters.

British Commercial Representatives Overseas: Amendments

THE LIST of British Commercial Representatives Overseas as published in the *Board of Trade Journal* on December 8, 1967, should be further amended as follows:

AUSTRALIA – Sydney; *delete* Mr. C. A. Holmes, First Secretary (Commercial) and *substitute* Mr. H. D. V. Pakenham, CBE, Deputy High Commissioner.

AUSTRIA – *delete* Mr. R. E. Gamble, First Secretary (Commercial) and *substitute* Mr. P. H. Scott, Counsellor Commercial).

CANADA – Montreal: *delete* Mr. A. Heckle, CMG, and *substitute* Mr. J. R. Cross.

– Quebec City: *delete* Mr. D. A. Wehl, OBE, and *substitute* Mr. R. H. Link, OBE.

FRANCE – Bordeaux: *delete* Mr. D. G. Mitchell, MBE, Consul, and *substitute* Mr. F. Smitherman, MBE, Consul-General.

GERMANY – Frankfurt: *amend* telephone number to read '77901-5'.

Metric change for engineering industry

AN IMPORTANT stage has been reached in the preparation of a programme for the change to the metric system in British industry. The British Standards Institution, which has overall responsibility for the change to metric throughout industry in Britain, has met representatives of engineering supply trade associations in order to discuss the timing of the change and to seek comments on an initial report issued to them.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

Patents endorsed 'Licences of Right'

THE FOLLOWING PATENTS were endorsed 'Licences of Right' by proceedings under Section 35 of the Patents Act, 1949, on the date specified:

Number	Grantee	Subject Matter
	January 2, 1968	
982,348	Commissariat a l'Energie Atomique .	Tubular heat exchanger element with fins
982,507	Commissariat a l'Energie Atomique .	Rotating machine
982,728	Commissariat a l'Energie Atomique .	Improvements in bearing for electric motors
983,938	Commissariat a l'Energie Atomique .	Nuclear reactor control device
1,012,725	Philco-Ford Corporation . .	Electrical testing apparatus
1,069,070	Philco-Ford Corporation . .	A system for remotely positioning a movable member

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller.

The Patent Office.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 *individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House,* 35 *Old Bailey, London, E.C.*4 (*Tel.* 01-248 5757, *Ext.* 7146).

containerisation to Australia ACT now

In 1969 ACT will bring the container revolution to the Australian run. They will take care of everything—all documentation, customs clearance, insurance, road/rail/sea transportation. Container packing and goods packaging advice free. Safe, speedy, economical delivery guaranteed from your door to your customer's. And a regular weekly sailing. For more information, read on.

80% of the world's cargo will be containerised by early 1980's. That's what one leading firm of consultants has estimated. ACT have anticipated the trend: ships, sea terminals and depots are already under construction. Tilbury Docks, London, will be the leading ocean container port in Britain—and as advanced as any port in the world.

How will ACT operate?
ACT – comprising Cunard, Blue Star Line, Ellermans, Harrison Line and Ben Lines – is a new multi-million pound operation specialising in container cargo handling. Their regular sailing service between London and Australia starts early in 1969.
The big advantage for the exporter is that all he need do is contact ACT once – and leave the rest to them. All his documentation is done by ACT on one Through Bill of Lading; economical door-to-door cargo delivery is guaranteed.

How speedy?
By conventional methods door-to-door delivery from the U.K. to Australia will take anything from sixty to eighty days, or longer. By ACT? Just half the time!

Apart from the speed, what other advantages does ACT offer?
Quite a few. Your goods can be loaded and sealed on your premises or at a nearby containerbase – no costly export packing or delays.
The container is then transferred directly to a ship, still sealed – no pilferage, no possibility of goods going astray. Handling is substantially reduced, so the chance – and cost – of damage is greatly reduced. Refrigerated containers, closely temperature-controlled at all times, are available.

Teams of advisers available free.
They can not only tell you how best to pack the containers, but also advise you, if you wish, on the most suitable form of packaging for your particular product.
Great savings can be made by the use of lighter packaging and the ability to exploit the container cubic capacity to the full.
And if you want free cost-comparisons between containerised and conventional cargo, just ask. ACT specialists can give you a quotation which will cover the complete transit from door to door. The ACT advisory service is also available, if required, to your consignees.

Computer techniques.
All cargo and container information will be processed by computer, up-dated every 24 hours, maintaining a continuous record of exactly where every shipment is at a given time.

Strategically placed Containerbases.
ACT aim to bring the port, or collection point, as close to you as possible. Inland Containerbases are being set up. These will be around the periphery of London and initially at Bristol, Birmingham, Liverpool, Leeds and Glasgow. They will virtually be inland ports, since customs facilities will be available.
Small quantities of goods can be collected from your factory and packed with other part-loads, by ACT experts, to make up a container.

This brochure tells all. Send for your copy today

ACT

Associated Container Transportation Ltd

14, Fenchurch Avenue, London, EC3. Tel: 01-481 8361
Telegraphic Address: Linercon, London, EC3

Aviation and Shipping

Stockport air crash

THE PUBLIC INQUIRY into the loss of the Canadair C4 aircraft G-ALHG at Stockport on June 4, 1967, which was adjourned on December 13, 1967, will be resumed at 6 Burlington Gardens, London, W.1, at 10.30 a.m. on March 25.

Air Transport Licensing Board decisions

THE BOARD OF TRADE have allowed in part an appeal by British United Airways (CI) Ltd. against the decision of the Air Transport Licensing Board granting an application from Channel Airways Ltd. for an air service licence on the route Bournemouth/Guernsey and/or Jersey.

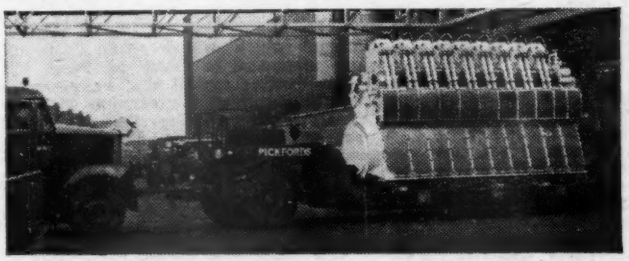
The licence granted by the Licensing Board authorized a frequency of 20 return journeys weekly, but Sir Henry Smith, the Commissioner who heard the appeal, recommended that the frequency be reduced to 10 return journeys weekly on the grounds that the higher frequency would entail an unacceptable degree of traffic diversion from existing services to the Channel Islands from Southampton and Portsmouth. The Board of Trade have accepted the Commissioner's recommendation, and ordered that Channel Airways licence be varied accordingly.

Copies of the Commissioner's Report to the Board of Trade and of the Board's Order are available on request from the Board of Trade (Branch CAI(C)), Shell Mex House, Strand, London, W.C.2.

The Board of Trade have dismissed an appeal by Channel Airways Ltd. against the refusal by the Air Transport Licensing Board to allow the airline to include East Midlands Airport and Stansted in services from East Anglia to points in Belgium and Holland; Channel Airways' appeal against the Licensing Board's refusal of their application for a new service from Stansted and Southend to Germany has also been dismissed.

The decision by the Board of Trade accords with the recommendation of Sir John Lang, the Commissioner appointed to hear the appeals.

Copies of the Commissioner's Report to the Board of Trade and of the Board's Order are available on request from the Board of Trade (Branch CAI(C)), Room 282, Shell Mex House, Strand, London, W.C.2.



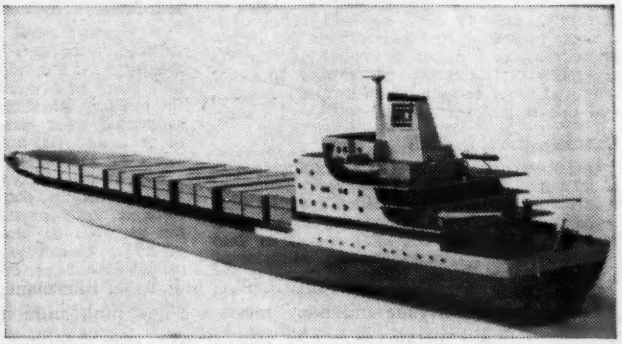
Seen leaving Ruston's factory at Lincoln is the first of four main propulsion engines for installation in a new British Rail North Sea passenger-car ferry. Although each of these 9 cylinder Ruston 9AOM engines is less than 30 feet in length they produce a total of 18,000 b.h.p. to give the ferry a speed of 21 knots.

New weekly United Kingdom—Australia container service

FIRST FULL details of a multi-million pound container service which will cut door-to-door transit times between Britain and Australia by as much as three weeks, were given in London on January 23 by Sir Basil Smallpiece, chairman, and Mr. James Payne, a director of Associated Container Transportation Limited – the consortium formed by the Ben, Blue Star, Cunard, Ellerman and Harrison shipping lines.

The ACT service is to start early next year, using special container ships, which will depart from Tilbury regularly once each week, said Sir Basil. The volume of trade between Britain and Australia was approaching the half billion pounds a year mark – and it was the company's intention to carry an increasingly large proportion of this cargo in containers, he stressed.

Each of the new ACT ships would carry nearly 1,150 20 ft. containers at a time, said Mr. Payne, pointing out that if placed end to end, a single cargo of containers would stretch for over four miles.



A model of one of the new 24,000-ton container ships now under construction for Associated Container Transportation Limited. These new vessels, which represent a £12 million investment by ACT, will each carry 1,145 standard 20 ft. x 8 ft. x 8 ft. containers. Designed to operate at a service speed of 22 knots, they will have an overall length of 715 ft., a breadth of 96 ft. and a moulded depth of 52 ft. 9 in. Loaded draft will be approximately 32 ft., and the deadweight carrying capacity will be 23,000 tons.

Other points made by Mr. Payne included: The service – in which ships and containers of Overseas Containers Ltd. will also take part – will slice from 10-20 days off the through or door-to-door transit times between firms in both countries, and specially equipped container terminals now being built at Tilbury, Fremantle, Melbourne and Sydney will contribute to the speed-up by faster loading and unloading of the new container ships, reducing their turn-around time in port from several weeks to as little as 24 hours.

Of the speed-up in turn-around Mr. Payne said: 'For example, a ship arriving at Tilbury on a Monday with a full complement of over a thousand containers will be completely unloaded – and reloaded with outward-bound containers and at sea again by Wednesday night.' At intermediate ports like Fremantle turn-around time would be under 12 hours.

Mr. Payne said there would be special arrangements in the case of small individual shipments which would not completely fill one of the company's 20 ft. x 8 ft. x 8 ft. containers. Shipments of this kind would enter the container system at special inland container depots now being established at key points in both countries.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **Her Majesty's Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (01-248 9876, Ext. 6147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.4 (01-248 3718).**

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

WEDNESDAY, JANUARY 17

Footwear dumping

Asked what representations had been made regarding the dumping of footwear in the United Kingdom; what reply was sent; and what further evidence was requested in support of those representations, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, said:

'Representations have been received from the Federation of British Rubber and Allied Manufacturers, and we have received other complaints. Following discussions with the Federation, they have provided further information regarding certain grades of rubber footwear imported from certain East European sources, and this is under consideration.'

Unemployment in Hull

Questioned on the growing unemployment in Hull and district due to the cancellation of orders for the Buccaneer aircraft at Hawker Siddeley works, Brough; and on the steps he was taking to introduce new industries into Humberside, Mr. George Darling, Minister of State, Board of Trade, said:

'I am aware of the recently announced redundancy at the Hawker Siddeley works, Brough. My department will continue to operate a liberal policy in respect of industrial development certificate applications in the area. During 1967, 39 certificates were approved for an area of 855,000 sq. ft., which developers estimated, when fully manned, would lead to additional employment for 940, including 710 men.'

Cine film imports

Asked if there was a case for imposing an import duty on certain cine film, and when it was proposed to impose the duty, Mrs. Dunwoody replied: 'The Board of Trade were satisfied last June that there was a *prima facie* case for reviewing the position and the application was subsequently advertised. Representations have since been received against making any change and the matter is under consideration.'

Loss of fishing vessel

Making a statement on the loss of the Gardenstown motor fishing vessel 'Refleurir' with all hands on Wednesday, January 3, Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, said: 'When the search for this vessel proved to have failed, I ordered a preliminary inquiry into the cause of the casualty. When I receive the report of the inquiry I shall consider what further action is necessary. I should like to take this opportunity of expressing my deep sympathy for the relatives of those lost.'

Aircraft carrier as export ship

Two questions were asked on the proposals by Mr. Tom Bowers that the aircraft carrier 'Leviathan' be used as an exhibition ship for the purpose of carrying potential British exports to foreign ports for demonstration purposes: and if any estimate had been made of the annual running cost of such a project; and if firms would be approached with a view to financing a pilot scheme on a joint consortium basis.

Mrs. Gwyneth Dunwoody replied: 'Mr. Bowers put his proposals to the Board of Trade for the first time in a letter received on January 15. They are being considered, but as my noble friend the Minister of State has explained to my hon. Friend it seems unlikely, from past consideration of similar proposals, that it would be economic to convert and run an aircraft carrier as a demonstration ship for British exports.'

Rhodesian tobacco

A Member asked what stocks of Rhodesian tobacco were still available; what was the quantity and the value of dollar tobacco which had been, and was expected to be, imported to replace Rhodesian tobacco excluded by sanctions; what was the estimated extra cost of such imports; and what was the estimated effect on the balance of payments.

Mr. Darling replied: 'At the end of October 1967, 47 million pounds of Rhodesian tobacco were in stock in the United Kingdom. It is not possible to estimate either the quantity of dollar tobacco which is being used in place of Rhodesian or the extra cost of using it. With the substantial Rhodesian tobacco crop no longer freely available in world commerce, there is no valid basis for comparison.'

BEA requirements

Replying to a question on what correspondence he had had with British European Airways regarding its requirement for civilian aircraft; and when a decision would be made about the order of the Hawker Siddeley Trident 3b aircraft, Mr. J. P. W. Mallalieu said:

'My right hon. Friend's statement of December 15 last recounted his discussions with British European Airways about its aircraft requirements and reported the Government's readiness to meet a share of the launching costs of the Trident 3b and to approve the purchase of that aircraft by BEA, should it so decide. It is now for BEA, in the light of that statement, to review its requirements and to formulate firm proposals as to the type and numbers of aircraft it wishes to order. My right hon. Friend has expressed to BEA the hope that it will be able to do this very soon.'

Two questions were asked on the development of Prestwick Airport.

Mr. Mallalieu replied: 'With the agreement of the Secretary of State for Scotland, my right hon. Friend hopes to make a statement shortly giving the Government's views both on the future of Prestwick Airport and on the respective roles of Prestwick and Glasgow (Abbotsinch). The responsibility for the development of Prestwick rests with the British Airports Authority.'

Comet 4 crash

Answering a question on what conclusion he had formed about the cause of the disaster to the Comet 4 airliner off the Turkish coast three months ago, as a result of the investigation carried out by his department; and if he would make a statement, Mr. Mallalieu said:

'As a result of his investigation, in which the Royal Armament Research and Development Establishment has taken a leading part, the Chief Inspector of Accidents is satisfied that there is now conclusive evidence of the detonation of a high explosive device within the aircraft cabin. It appears that the damage caused by the explosion created an out-of-control condition and subsequent break-up of the aircraft. Because of the complicated and protracted nature of some of the work which has been necessary, reports on which are still being prepared, the final report of the investigation of the accident is unlikely to be available before the spring.'

Concorde's use of airports

Two questions were asked on Concorde's use of airports.

Mr. Mallalieu said: 'It is for the airlines purchasing the Concorde to decide which of the airports they are authorized to serve they wish to use for operations with this aircraft, taking into account the facilities which are or can be made available. So far as I am aware no airline is proposing to operate Concorde from Liverpool Airport.'

Welsh Industrial Estates Corporation

A Member asked what were the administration expenses of the Welsh Industrial Estates Corporation; what was their staff; and what percentage of annual expenses was covered by administration.

Mrs. Dunwoody replied: 'In the financial year ending March 31, 1967, the administration expenses totalled £216,357 which were 5.8 per cent of annual expenses. At January 1, 1968, the staff totalled 341.'

Mrs. Dunwoody was also asked what capital was employed by the Welsh Industrial Estates Corporation; how this capital was made up; and what interest charges were made against it.

She replied: 'The figure appearing in the Corporation's own balance sheet at March 31, 1967, was £16,491,282; this represents the value of fixed assets, as depreciated, plus the balance of current assets over current liabilities. Notional interest is charged only in the Board of Trade account; it is calculated on an annual weighted average rate which for the year 1966/67 was less than 5 per cent.'

Public expenditure

The two-day debate on public expenditure was held on January 17 and 18.

THURSDAY, JANUARY 18

Investment grants to Scottish industry

A Member asked what estimate had been made of the reduction in the expected level of payments of investment grants to industry in Scotland which would result from the decisions announced in Command Paper No. 3515. Mr. Darling replied that he estimated that as the result of the decision to defer further acceleration during 1968-69 in the payment of investment grants industry in Scotland would receive about £10 million less in that year than it would have received had there been further acceleration. 'Even so, I expect the amount paid to industry in Scotland in 1968/69 to be greater than the amount paid in 1967/68,' he said.

MONDAY, JANUARY 22

British wool to Italy

A Member asked what steps he was taking to secure reversal of the decision to ban imports of British wool by the Italian Government.

Mr. Mallalieu replied: 'The ban has been imposed because of Italian fears of the transmission of foot and mouth disease. We are in touch with the Italian Government about it and hope to convince them that their fears are groundless in respect of wool and hair products.'

Some Parliamentary answers have had to be held over this week.

New Books

The Exporters: A study of Organization, Staffing and Training, by Douglas Tookey and others. (130 pages. Ashridge Management College. 21s., postage paid.) This new contribution to the literature of exporting has been published at a time when it is vital for British firms to examine their export organization and procedures; and should be prescribed reading for all those engaged in this important field. It follows closely on the publication by the Board of Trade of a similar though more specialized pamphlet dealing with the types of organization that may be used in appropriate circumstances for efficient exporting – *Export Handbook Number* 3 1967, *Organization for Overseas Marketing* (noted in the *Board of Trade Journal* for October 27, 1967, page 1024). This study of export staffing and training in the United Kingdom was proposed by the Export Research Group in 1965 and carried out by the Research Department of Ashridge Management College in 1966/67. Three major areas were investigated; the policies of government departments, professional bodies and other interested organizations; export courses; and training for export in the manufacturing firm. Particular attention was paid to the third of these areas and a detailed account is given of the interviews and discussions with fifty major export firms. The study covers the export function, export staffing, factors in training and training in practice; and concludes with some proposals on providing better training for exporters. Examples of the export organization, staffing and training in a number of firms are given in an appendix.

Exporters Guide to the Wool Textile Markets of the World 1967/68. National Wool Textile Export Corporation. (107 pages. Copies may be obtained on request from the National Wool Textile Export Corporation, Commerce House, Cheapside, Bradford, 1.) The scope of the latest edition of this guide has been expanded to include two other publications issued by the Corporation *Duties on Wool Cloth in Overseas Markets* and *Duties on Tops and Yarns in Overseas Markets.* The present edition therefore gives details of United Kingdom exports of tops, yarns and cloth to fifty of our largest markets, together with import and domestic production statistics of these countries where available. Comprehensive details of the various import duties levied and brief notes on licensing, labelling and domumentation are also included. Data on smaller markets which are not covered in detail by the guide is usually available from the Corporation. A new edition of the guide will probably be published every two years and in the alternate year a supplement giving statistics only will be issued. Many of the duties included are likely to change during the course of two years and the Corporation will continue to publish the necessary amendments in its quarterly *Statistical Bulletin.*

Basic Industrial Marketing Research. Based on Lectures and Discussion at a Three-Day Seminar Organized jointly by:– University of Strathclyde and the Industrial Marketing Research Association, Baird Hall, Glasgow. September 6-8, 1966. Ed. by R. V. Arnfield. (158 pages. Available from the Industrial Liaison Office, University of Strathclyde, Richmond Street, Glasgow, C1. 42s. post free). The proceedings of this conference are devoted to a number of different aspects of industrial marketing research, and cover such subjects as the characteristics of industrial goods and markets, interview surveys, and the use of desk research. The contributors are from the Strathclyde University and industrial firms, and the delegates were drawn mainly from British Industry. This publication will be of particular interest to exporters, because it contains in addition to general information on market techniques, a useful paper on export marketing research.

Taxes in the EEC and Britain: the Problem of Harmonization, by Douglas Dosser and S. S. Han. (46 pages. 7s. 6d., by post 8s. 3d., from Research Publications, 11 Nelson Road, London SE10.)The tax system in Britain and the Common Market are compared in No. 6 of the *European Series* published jointly by Chatham House and PEP. The report has three main sections: a comparison of the existing situation in Britain and the Common Market countries, both as regards the size and composition of their budgets and the relative importance of different forms of taxation as sources of revenue; a review of the progress so far on tax harmonization within the Community; and a consideration of the implications of this progress for future British fiscal policy. The main decision taken so far by the EEC has been to adopt the turnover, or sales, tax system. There will be a uniform structure of tax on value added through the EEC by January 1, 1970, and a uniform rate of tax a year or two later. This is in marked contrast to Britain's selective, differential rate purchase tax. The EEC is also considering the harmonization of excise duties. In the fields of corporation tax, personal income tax, and social security contributions, harmonization is far less advanced.

Anglo-Iranian Trade. The first issue appeared recently of a new British export journal designed to assist British exporters to take advantage of the many new opportunities developing in Iran as a result of the rapid development of the Iranian economy. It is published by British Industrial Publicity Overseas Ltd., Walter House, Bedford Street, London, WC2, as an addition to their group of foreign language export journals for British industry. The inaugral issue carries welcoming messages from the President of the Board of Trade, the Iranish Ambassador in London, the British Ambassador in Tehran, the Chairman of the BNEC Committee for Middle East Trade and the Middle East Association.

Labour Turnover. National Economic Development Office. Development Committee for the Clothing Industry. Occasional Paper No. 1. (18 pages. Available free from the National Economic Development Office, Millbank Tower, 21/24 Millbank, London, SW1). A reduction of labour turnover is one of the most important ways of improving industry's competitive power and efficiency. This booklet represents some thoughts on the subject, and is based on information collected over the past year. This is the first of a series of papers on labour turnover which the EDC plans to publish. In February 1967 a manpower working party was formed with the collection of further information on labour turnover, particularly on its cost and its relationship to selection and training, as one of its main jobs.

Occupational Changes 1951-61. Ministry of Labour. (34 pages. 2s. 6d., by post 2s. 11d., from HMSO and Government bookshops). This report of the Ministry's Manpower Research Unit presents the results of a study of the changes in the occupational structure of industry between 1951 and 1961. It is the sixth in a series of *Manpower Studies* designed to assist in the consideration of manpower policy as well as of economic planning more generally. The information on which the report is based and the methods used in assessing this material are described in the text and the tables thereto.

Sample Census 1966 Great Britain Summary Tables. General Register Office, London. General Register Office, Edinburgh. (93 pages. 32s. 6d., by post 33s. 8d., from HMSO and Government bookshops.) The latest full censuses of the population of Great Britain were taken in 1961. The sample censuses except for a few special study areas in Scotland were not complete enumerations of the population but a 10 per cent sample enumeration. A series of County Reports for England and Wales is being issued giving statistics for Administrative Counties, County Boroughs, local authority areas with population of 15,000 or more and county aggregates. A similar series is being published for Scotland which also includes certain summary statistics for small areas. Special reports will also be published covering a number of different areas as economic activity; migration; work place/transport; housing; and education. The volume noted here contains summaries of the information presented in the County Reports for Great Britain, England and Wales, Scotland, the Standard Regions of England and Wales and the conurbations. Tables are given for population; sex, age and marital condition; economic activity, birthplace; housing and households; household amenities; cars and garaging; old people, and rooms comparison 1961/66.

Rotterdam Yearbook 1967-68. (163 pages. "Hafenkurier, Witte de Withstraadt 73, Rotterdam, Netherlands. 18s.) Rotterdam has a number of long-term plans for developing its port facilities. The Yearbook which is in English and Dutch describes these developments and gives some statistics of sea shipments. Directory information is also provided on commercial and industrial organizations, in the area.

Other Publications

ANNUAL ABSTRACT OF STATISTICS. No. 104 1967. Central Statistical Office. 384 pages. 27s. 6d., by post 29s. 1d., from HMSO and Government bookshops.

BRITISH AND COMMONWEALTH TEXTILE INDUSTRY (Excluding Lancashire and Yorkshire) 1967. 540 pages. John Worrall Publishers, St. Alphage House, Fore Street, London EC2. 30s., by post 33s. 6d.

CONSTITUTIONAL AND ADMINISTRATIVE LAW. 4th edition. by O. Hood Phillips. 904 pages. Sweet & Maxwell. Hardback copy 84s., paperback 45s.

DIRECTORY TO THE FURNISHING TRADE 1968. Comprehensive Guide to Manufacturers, Manufacturers' Suppliers and Retailers. 446 pages. Benn Brothers Ltd., Bouverie House, 154/160 Fleet Street, London EC4. 100s.

ELECTRIC POWER SITUATION IN EUROPE AND ITS FUTURE PROSPECTS. Triennial Version 1963-1965. 106 pages. United Nations. 13s., by post 13s. 8d., from HMSO and Government bookshops.

EXPORTERS YEAR BOOK 1968. 390 pages. The Syren & Shipping Ltd., 7-17 Jewry Street, London EC3. 105s.

INDUSTRIAL DIRECTORY OF WALES 1968. 306 pages. Industrial Corporation for Wales, 15 Park Place, Cardiff. 40s.

JAMAICA AN ECONOMIC SURVEY. Barclays Bank 38 pages. Available free from the Economics Department, Barclays Bank DCO, 54 Lombard Street, London EC3.

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Government surplus sales by auction

MINISTRY OF DEFENCE

1968	Stores	Location of Sale	Auctioneers
January 30 .	**Clothing and miscellaneous stores** . .	**Central Ordnance Depot, Bicester, Oxon.**	**Midland Marts Ltd. (Dept. L), Market Square, Bicester. (Tel. 2073).**

Clothing and textiles including men's and women's leather gauntlets; khaki drill; jersey pullovers; berets; caps; socks; brown and black shoes; motor cyclists boots; leather jerkins; climbing boots; greatcoats; white overalls; shirts; pyjamas; kit bags; respirator haversacks; coir matting; old webbing; cotton and woollen rags; household and office furniture including steel lockers and safes; writing tables; wardrobes; easy, stacking and Windsor chairs; miscellaneous kitchenware; electronic valves and diodes; oscilloscopes; transformers; generators and chargers; electric cable; miscellaneous wireless and M.T. spares; gravity rollers; sisal and manila rope; wire banding machines; hurricane lamps; galvanized steel water storage tanks; engine assemblies for Dennis large trailer pumps; scrap aircraft tyres; and a large assortment of general stores and equipment.

February 13-15	**Vehicles, heavy duty and lifting equipment**	**Ordnance Storage and Disposal Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).**

Princess limousines; Morris Mini Minor and Minor saloons and estates; Ford Consul; Popular, Zephyr and Anglia saloons and estates; Standard Ensigns; Humber Hawk saloons; Hillman Huskys; 'Thames' 15-cwt. utility vans; Morris-Commercial and Bedford utility vans; Land Rovers; Austin Champs and spares; Bedford 'Utilicons'; 'Thames' coaches; trucks; tractors; breakdown vehicles; hydraulic tippers; trailers; mobile tankers; cranes; excavators; dual purpose vehicles; machinery and office trucks; fork lift trucks; motor cycles; also a 50-ton Manitowac 'Speedcrane'; DUKW amphibious vehicle; Hunslett diesel locomotives; and a 'Snogo' rotary snowplough.

February 15 .	**General stores, miscellaneous clothing and Textiles.**	**Command Ordnance Sub-Depot, Reed Hall Avenue, Colchester.**	**Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester. (Tel. 73171).**

Machine tools including Black & Decker, Wolf and Desouter heavy duty and standard electric drills; bench and pillar drills; SS & SC lathes; portable pneumatic grinders; welding sets; connecting rod re-boring machine; compressors, etc.; office safes; batteries; engineers tools; hydraulic jacks; gravity rollers; miscellaneous M.T. and wireless spares; LA 2½ in. female inlet/outlet stand pipes; scrap rubber, brass, lead and aluminium; clothing including greatcoats; BD blouses and trousers; combination overalls; socks; shirts; vests; drawers ; raincoats; khaki drill jackets, trousers and shorts; textiles including white and coloured blankets; pillows and pillow cases; table cloths , carpets ; rugs ; tentage ; sea kitbags ; old rags, etc.

February 20 .	**Miscellaneous stores and equipment** . .	**Royal Arsenal, Woolwich** . . .	**Fuller, Horsey Sons & Cassell. (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861).**

Plant and equipment; hydraulic cranes; concrete mixer; centrifugal water pumping sets; wireless reception sets; miscellaneous electrical equipment and spares including oscillators, adaptors, amplifiers, condensers, electric kettles, lamps, irons; furniture including tables, chairs, cabinets, settees, chests of drawers, sideboards, etc.; telescopes; clocks; watches; cameras; miscellaneous photographic equipment; batteries; clothing and textiles including BD blouses, vests, drawers, sea kit bags, cotton and linen napkins, scrap canvas, woollens, mixed rags, carpets, cordage; tableware; aluminium steel, tin, wire and plastic kitchenware; china and glassware; cutlery, etc.

Catalogues of the above sales may be obtained from the relevant auctioneers about 14 days prior to and up to the date of sale, price 1s. 0d. (postal orders only).

SALE BY TENDER

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Bench, pillar and radial drills; surface grinder; capstan, turret and centre lathes; vertical millers; thread millers; pneumatic hammer; gas furnace; industrial washing machine, etc. Located at Ordnance Storage and Disposal Depot, Bowhouse, Kilmarnock, Ayrshire and Royal Naval Torpedo Factory, Alexandria, Dumbartonshire. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales, (Sales 4 b ii (A)), First Avenue House, High Holborn, London, W.C.1. Tenders to be returned by 10 a.m. February 13, 1968.

MINISTRY OF PUBLIC BUILDING AND WORKS

1968	Description of Goods	Location	Auctioneers
Feb. 2.	Office and miscellaneous furniture, engineering and electrical equipment, domestic, canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: price 6d. direct from auctioneer. View days: Day preceding and morning of sale.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,130	—	16.04†	15,386	15,386	9,140	3,492	922	688	586	1,219				
1961	113	114	122	116	112	100	130	130	138	139	121	+335	+224	+46	+29
1962	114	115	127	123	114	100	129	119	134	143	124	+ 87	+ 22	+35	+14
1963	118	119	135	131	119	103	131	104	143	146	130	+221	+113	+44	+55
1964	125	128	145	140	124	106	154	118	171	185	147	+590	+354	+88	+47
1965	129	132	154	149	126	108	160	130	169	189	153	+365	+217	+42	+43
1966	131	133	162	157	128	109	161	134	161	183	163	+200	+129	+ 2	+ 6
1966															
2nd quarter	130	133	160	157	129	110	161	132	163	183	164	+ 50	— 2	—19	+26
3rd quarter	130	134	160	157	127	109	163	135	162	182	166	+ 96	+ 91	+25	—15
4th quarter	132	132	162	158	127	109	162	133	158	186	169	— 23	— 7	— 9	—24
1967															
1st quarter	133	132	166	160	129	109	165	128	162	190	173	+ 48	+ 2	—10	+14
2nd quarter	132	133	166	162	129	109	174	131	176	199	185	+ 39	+ 3	—13	+14
3rd quarter		133				111		123	165				— 17	—18	—20
1967															
June		133				110									
July		133				110									
August		133				111									
September		132				111									
October		132*				112									
November		134*				113									

	ORDERS		PRICES AND COSTS				LABOUR						BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: order; on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,834	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	+ 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+127
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+116
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—402
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—110
1966	153	104	136·9	+3·9	114·5	133·0	168·4	325	255	24,876	158	155	— 59
1967	..	..	140·3	+2·5	112·0*	134·3*	175·3	515	174		168*	155*	
1966													
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282	24,930	155	146	— 96
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253	24,953	161	157	— 58
4th quarter	153	104	138·6	+3·8	113·0	133·5	169·8	417	206	24,702	147	164	+130
1967													
1st quarter	148	104	139·3	+3·6	112·0	133·6	171·4	458	188	24,453	164	166	+ 21
2nd quarter	148	107	140·5	+2·6	109·8	133·6	172·8	508	168		167	160	—121
3rd quarter	147	100*	139·8	+1·7	110·6	134·7	177·3	555	158		162	157	— 36
4th quarter			141·5	+2·1	115·8*	135·7*	174·5	538	182		178*	138*	
1967													
June	148	107*	140·9	+2·4	109·6	133·5	173·3	524	162		164	154	
July	147	102*	140·1	+2·3	109·3	134·4	176·7	543	155		157	163	
August	146	100*	139·7	+1·4	110·8	134·7	177·1	559	155		162	155	
September	147	100*	139·6	+1·5	111·6	134·9	178·1	563	165		166	150	
October	145	103*	140·6	+2·0	111·6	135·4	178·7	541	176		163	125	
November	144*	111*	141·5	+1·9	115·8*	135·7*	179·5	536	181		180	125	
December			142·4	+2·4	120·2*	136·0*	180·2	538	190		190*	164*	
1967													
January								520*	186*				

*Provisional. †Not seasonally adjusted.

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Index of industrial production for November

THE PROVISIONAL index of production for November 1967, prepared by the Central Statistical Office was 134 (seasonally adjusted). For manufacturing industry alone the figure was 134.

For the three months September to November 1967 it is provisionally estimated that production as a whole was 0.3 per cent lower than in the preceding three months, June to August 1967; for manufacturing industries alone there was a decrease of 0.7 per cent.

The average index number for the latest three months and the previous three months shown at the foot of the table gives a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total all industries	Mining and quarrying	Total manufacturing industries	Manufacturing industries: Food, drink and tobacco: Total	Food	Drink and tobacco	Chemicals and allied industries: Total	Coke ovens, oil refineries	General chemicals	Engineering and allied industries: Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1961	113·9	93	114·8	110	107	116	125	122	125	114	121	86	110	105
1962	115·1	95	115·3	112	110	116	129	120	131	115	123	87	112	101
1963	119·0	95	120·0	115	112	121	139	124	141	119	126	77	121	108
1964	128·2	95	129·5	118	112	129	152	135	154	128	137	75	126	121
1965	131·9	92	133·8	121	114	133	159	142	161	133	144	74	129	123
1966	133·4	86	135·6	124	117	137	165	149	167	136	152	74	131	115
Unadjusted:														
1966 2nd quarter	135	90	138	128	117	145	164	152	166	138	149	73	142	119
3rd quarter	125	76	128	121	115	133	160	144	163	127	142	74	119	106
4th quarter	136	91	136	126	120	138	167	153	169	138	162	76	122	106
1967 1st quarter	134	86	134	118	112	128	174	154	177	135	154	75	125	110
2nd quarter	136	90	138	127	118	142	175	149	179	139	156	74	133	110
3rd quarter	124	75	125	124	117	136	163	131	167	122	142	73	103	99
1967 Sept.	134	81	137	127	122	136	173	142	178	134	157	73	112	114
Oct. (prov.)	137	89	138	127	123	135	174	143	179	136	153	73	127	119
Nov. (prov.)	141	92	142	131	125	140	173		176	140	162	74	125	117
Seasonally adjusted:														
1966 2nd quarter	133	88	136	124	117	137	161	149	163	136	150	73	134	116
3rd quarter	134	85	137	124	117	136	167	148	170	138	153	76	133	117
4th quarter	132	84	133	123	116	135	168	152	170	134	155	75	122	104
1967 1st quarter	132	87	134	124	116	139	171	155	173	133	152	75	122	108
2nd quarter	133	86	133	122	116	134	170	146	174	134	154	74	123	106
3rd quarter	133	84	134	126	119	139	170	136	175	133	153	75	118	109
1967 June	133	85	134	121	113	135	170	145	174	135	154	74	123	109
July	133	84	135	126	121	137	167	122	174	135	155	75	121	109
Aug.	133	85	133	126	118	141	171	140	175	132	152	75	116	108
Sept.	132	83	133	126	119	139	171	146	175	132	152	74	117	109
Oct. (prov.)	132	84	132	121	116	130	173	143	177	132	150	73	120	113
Nov. (prov.)	134	84	134	123	119	131	171		174	135	155	73	123	108
June-Aug. (av.)	133	85	134	124	117	138	169	138*	174	134	154	75	120	109
Sept.-Nov. (av.) (prov.)	133	84	133	123	118	133	172	143*	175	133	152	73	120	110

	Manufacturing industries (continued): Metal manufacture: Total	Ferrous	Non-ferrous	Textiles, leather and clothing: Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Bricks, pottery, glass, etc.: Total	Bricks, cement, etc.	Pottery and glass	Timber furniture, etc.	Paper, printing and publishing	Other manufacturing industries	Construction	Gas, electricity and water
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1961	114	113	116	111	107	102	122	123	129	115	116	120	116	120	116
1962	108	106	114	109	105	97	118	126	129	121	111	122	118	121	125
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
1964	128	127	131	119	116	102	126	148	154	139	128	139	137	135	137
1965	134	134	133	121	118	103	129	151	158	139	127	142	144	138	145
1966	125	125	127	120	117	101	127	151	157	142	121	144	152	138	151
Unadjusted:															
1966 2nd quarter	131	132	131	122	121	104	126	153	160	142	121	151	154	140	137
3rd quarter	114	115	113	113	109	91	124	149	155	139	123	133	145	141	120
4th quarter	121	120	125	118	117	96	123	151	156	143	123	140	153	142	171
1967 1st quarter	122	122	122	116	113	92	128	149	155	139	112	145	150	137	182
2nd quarter	123	123	124	114	115	93	117	161	171	145	127	149	157	145	145
3rd quarter	106	105	111	109	104	81	121	152	165	133	126	134	143	148	121
1967 Sept.	123	122	128	122	115	93	139	164	181	139	137	143	162		132
Oct. (prov.)	120	120	124	126	125	90	133	163	177	141	137	158			152
Nov. (prov.)	121	120	128	128	130	96	128	164	174	149	138	156			186
Seasonally adjusted:															
1966 2nd quarter	128	128	128	123	122	104	130	151	156	142	120	147	152	139	151
3rd quarter	124	124	123	119	117	99	126	153	157	147	122	146	153	141	150
4th quarter	120	119	123	114	111	93	122	149	157	137	117	137	149	141	156
1967 1st quarter	118	118	120	116	113	90	125	151	160	139	121	143	153	140	153
2nd quarter	118	117	120	114	113	90	120	156	164	143	124	142	151	143	160
3rd quarter	115	113	121	115	111	88	124	157	168	140	126	146	151	147	150
1967 June	117	117	117	115	113	88	122	155	165	141	128	145	149		154
July	114	113	122	117	114	89	126	155	165	139	126	150	151		146
Aug.	112	110	119	114	110	87	124	158	168	143	130	146	151		152
Sept.	118	117	123	113	110	89	121	159	171	138	121	143	150		152
Oct. (prov.)	115	114	120	114	114	85	117	154	170	130	124	148			156
Nov. (prov.)	115	113	122	118	117	90	124	157	169	138	125	145			165
June-Aug. (av.)	114	113	119	115	112	88	124	156	166	141	128	147			151
Sept.-Nov. (av.) (prov.)	116	114	122	115	114	88	121	157	170	135	123	145			158

*Latest available 3 months (August-October) and previous 3 months (May-July).

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Industry's investment intentions in 1968 and 1969

FORECASTS OF capital expenditure provided to the Board of Trade in November/December 1967 indicate that manufacturing industry and the distributive and service trades were then expecting a rise in investment between 1967 and 1968 with the upward movement continuing into 1969. For the shipping industry the forecasts indicate a continuation in 1968 of the strong upward trend present in 1967 with the possibility of some easing off in 1969.

Companies' forecasts are discussed in greater detail below. The interpretation of these forecasts aims at ascertaining the likely levels of investment consistent with companies' plans and intentions at a given time. On this occasion, for example, the interpretation does not take any account of changes in plans and intentions due to devaluation (except to the limited extent described below), nor any account of the effect on the investment of United States subsidiary companies in this country of the curb on foreign investment announced by the United States Government in January, nor of the economy measures announced on January 16, 1968.

Forms for the inquiry were issued early in November and some returns had already been received when devaluation was announced. Contributors were asked, however, to provide indications of any changes arising from a reassessment of plans following devaluation and associated measures and policies. Contributors were very helpful, but it was clear that, for the great majority of companies, the only effect which could be allowed for in figures to be provided before the end of 1967 was that due to probable price changes. There were very few instances where usable information could be provided of the effect of devaluation on the underlying investment plans.

In addition, therefore, to the margin of uncertainty usually present in the interpretation of companies' forecasts – this applies particularly to the second year ahead – there is uncertainty about the effect of the economic events referred to above which is not allowed for either in the forecasts supplied by companies nor in this interpretation.

Manufacturing industry

The indication of some increase in manufactures' capital expenditure in 1968 given in the August/September 1967 inquiry was clearer by the end of the year when companies' forecasts suggested a rise of about 5 per cent in real terms between 1967 and 1968. In 1967 capital expenditure was falling up to the third quarter and is expected, on the basis of a forecast fall of 6 per cent for the year as a whole, to have continued to fall in the fourth quarter. The latest forecasts imply that early this year capital expenditure will begin to rise.

The preliminary forecasts for 1969 indicate that the upward movement begun in 1968 will continue into 1969, and that investment in 1969 as a whole would be higher than in 1968. But there is insufficient experience of forecasts this far ahead from which to estimate the size of the increase.

In 1968 most industry groups are expected to share, in varying degree, in the total rise of 5 per cent in real terms. An exception appears to be the motor vehicle industry, whose spending plans at the end of last year were much the same as those for 1967, while the paper, printing and publishing industry was expecting a small fall in capital expenditure. The expected increase in manufacturing industry's investment in 1968 will probably occur almost entirely through higher expenditure on plant and machinery, with little change in expenditure on new building work.

Distributive and service trades

The November/December 1967 forecasts suggest an increase in investment, in real terms, between 1967 and 1968, of perhaps about 5 per cent, indicating a reversal of the slightly downward trend present since 1965. For 1969 companies' forecasts indicate the probability of a continuation of this upward movement.

Trades whose plans and intentions in November/December 1967 appeared buoyant, include retail distribution with some contribution coming from high investment plans by television rental companies and the financial sector, notably leasing companies and the commercial banks, but with a few exceptions the expected increases are fairly widespread.

Shipping

After the large increase in investment between 1966 and 1967 (the rise, on present information, may be from £98 million to £135 million at 1958 prices) the November/December plans indicate a further increase (of perhaps nearly a third) on 1967. This sharp upward movement in expenditure between 1965 and 1967 has arisen largely from tanker-building and from container ships and associated developments. The forecasts for 1969, which are subject to a large margin of uncertainty, suggest that a good deal of this extra capital expenditure will have been completed in 1968 and that there will be some reduction to a lower level in 1969.

Summary

The table below shows for the three sectors and in total figures of actual investment in recent years, estimates for 1967 on the basis of three quarters actual figures and the August/September 1967 companies' forecasts, and estimates for 1968 on the basis of the November/December 1967 inquiry. The total figures show that after two years 1966 and 1967 in which industry's investment fell slightly, the outlook for 1968 (and, as explained in the text above, for 1969) reflected in plans and intentions in November/December 1967 was distinctly buoyant with the expectation of increased investment in each sector.

£ million, 1958 prices

	Manufacturing Industry	Distributive and Service Trades	Shipping	Total
1963	964	902	85	1,951
1964	1,092	1,046	129	2,267
1965	1,203	1,064	101	2,368
1966	1,233	1,013	98	2,344
1967 (estimated)	1,160	1,010	135	2,305
1968	1,220	1,060	170	2,450

These figures do not take account of the factors mentioned in the second paragraph above(devaluation, the United States curb, economy measures of January 16, 1968) which will act differently on the investment plans of different industries. There is, however, no reason to suppose that the net effect of these factors will reduce the strength of the upturn in investment explicit in the November/December 1967 intentions; indeed, for much of manufacturing industry the emergence of a higher level of demand for exports and for import substitution is likely to cause some firms to revise upwards their investment plans as the year wears on.

DEA Progress Report—January 1968

THE JANUARY 1968 issue of DEA Progress Report was published on January 18.

Progress Report is published monthly by the Department of Economic Affairs in two sections, an Economic Section and an Industrial and Regional Section. The articles in the current issue include the following:

'Guidelines for the Nationalized Industries' – The nationalized industries provide most of our basic needs for energy, transport, communications and steel, and their efficiency has a vital influence on the health of the economy as a whole. This article describes general government policy on the financial performance of the nationalized industries as set out in a White Paper in November 1967 and explains some of the key concepts which have been used in regulating investment programmes, pricing and efficiency policies, and the setting of financial targets for the industries.

'More and better industrial training' – This article describes the work of the Industrial Training Boards, using as an example the Engineering Industry Training Board which was set up in 1964.

Industrial building in the fourth quarter of 1967

THE AREA OF industrial building approved in the fourth quarter of 1967 for Great Britain showed a further moderate reduction after the decline in the previous two quarters. Approvals in the Development Areas, however, which had also fallen in the second and third quarters, increased a little in the fourth quarter.

For the year 1967 the figures on a comparable basis to 1966 (that is, excluding ancillary space) show a drop of 13 per cent in the area approved in Great Britain from the high level in that year but the total was much the same as the high rate of approvals in 1964 and 1965.

The moderate decline in approvals in the Development Areas in 1967, of 6 per cent, compared with 1966, was less than for the country as a whole. The total for the year remained significantly higher than the rate in 1964 and 1965. The proportion of approvals going to development areas in 1967 was about one-third of the Great Britain total; only about one-quarter of the population lives in these areas.

Industrial building projects - new buildings, extensions to existing premises and existing buildings turned to industrial use - for which industrial development certificates were issued during the fourth quarter of 1967 together with comparative figures for other periods are as follows:

(Million square feet)

	Northern (2)	Yorkshire and Humberside	East Midland	East Anglia	South East	South Western (2)	Wales (2)	West Midland	North Western (2)	Scotland (2)	Great Britain Total	Development Areas Million square feet	Development Areas % of GB	Remainder of Great Britain Million square feet
1961	6·5	4·1	3·5	1·8	18·1	2·8	2·5	5·0	7·4	4·9	56·5	15·0	..	41·5
1962	3·0	2·4	2·2	1·8	11·8	2·4	2·1	3·7	4·4	3·7	37·3	9·1	..	28·2
1963	4·2	3·7	2·5	1·5	9·4	2·4	1·6	3·5	5·3	5·0	39·1	12·2	..	26·9
1964	8·2	5·9	3·8	2·5	11·9	4·4	3·2	5·0	8·2	5·9	59·0	20·2	..	38·7
1965	6·2	6·2	3·4	1·9	11·4	3·1	4·5	5·0	9·2	11·0	61·9	24·6	..	37·3
1966	8·2 (8·2)	7·6 (6·9)	4·7 (4·2)	4·1 (3·8)	13·2 (10·8)	4·0 (3·5)	9·3 (9·3)	6·4 (5·8)	10·2 (8·7)	8·2 (8·2)	76·0 (69·4)	29·1 (28·6)	..	46·9 (40·9)
1967	7·5 (7·5)	8·9 (4·7)	6·4 (3·8)	3·6 (2·2)	20·6 (11·0)	6·3 (3·4)	5·7 (5·7)	7·1 (4·1)	11·3 (7·6)	10·2 (10·2)	87·3 (60·0)	29·0 (26·8)	33	58·3 (33·2)
1965 1st quarter	2·1	1·6	0·9	0·4	3·5	0·8	0·9	1·6	2·4	2·7	17·0	6·5	..	10·5
2nd quarter	1·7	1·5	0·6	0·5	3·1	0·7	0·6	1·2	3·0	2·5	15·3	5·4	..	9·9
3rd quarter	1·4	1·3	0·7	0·6	2·8	1·1	2·4	1·0	2·2	2·7	16·2	7·8	..	8·4
4th quarter	1·0	1·7	1·2	0·3	2·0	0·5	0·6	1·3	1·6	3·0	13·4	4·9	..	8·5
1966 1st quarter	1·7	1·6	1·3	1·7	2·6	1·0	1·1	1·9	3·0	1·7	17·7	6·1	..	11·6
2nd quarter	1·9	1·3	1·2	0·8	2·6	0·8	2·8	1·5	2·2	2·0	17·0	7·5	..	9·5
3rd quarter (3)	3·2 (3·2)	2·4 (2·3)	0·9 (0·8)	0·7 (0·6)	3·2 (2·8)	1·3 (1·3)	3·9 (3·9)	1·4 (1·2)	2·1 (1·6)	2·6 (2·6)	21·7 (20·3)	10·0 (9·9)	..	11·7 (10·4)
4th quarter (3)	1·4 (1·4)	2·4 (1·7)	1·2 (0·9)	1·0 (0·7)	4·9 (2·8)	0·9 (0·4)	1·4 (1·4)	1·7 (1·3)	2·8 (1·9)	2·0 (2·0)	19·7 (14·5)	5·5 (5·1)	28	14·2 (9·4)
1967 1st quarter (3)	2·6 (2·6)	3·4 (1·7)	1·7 (1·0)	0·8 (0·5)	5·4 (2·9)	1·9 (0·9)	1·6 (1·6)	2·2 (1·3)	3·5 (2·2)	4·1 (4·1)	27·3 (18·6)	9·7 (8·9)	35	17·6 (9·7)
2nd quarter (3)	1·4 (1·4)	2·1 (1·2)	0·9 (0·6)	0·8 (0·4)	5·3 (2·9)	1·7 (0·9)	1·5 (1·5)	1·9 (1·1)	2·9 (2·0)	2·7 (2·7)	21·2 (14·8)	6·9 (6·5)	32	14·3 (8·3)
3rd quarter (3)	0·9 (0·9)	1·8 (1·0)	2·2 (1·4)	0·9 (0·5)	5·6 (3·0)	1·5 (0·9)	1·3 (1·3)	1·7 (1·0)	2·9 (2·3)	1·8 (1·8)	20·5 (14·0)	6·0 (5·5)	29	14·6 (8·6)
4th quarter (3) (4)	2·6 (2·6)	1·5 (0·8)	1·5 (0·9)	1·1 (0·8)	4·3 (2·2)	1·3 (0·7)	1·3 (1·3)	1·2 (0·8)	2·0 (1·1)	1·5 (1·5)	18·3 (12·5)	6·4 (5·9)	35	11·9 (6·6)

(1) The figures relate to schemes, mainly over 5,000 square feet, for both manufacturing and non-manufacturing industry approved during the periods stated.
(2) These regions take in the places designated as Development Areas under the Industrial Development Act 1966; the aggregate figures for the Development Areas are shown separately.
(3) The area of industrial building has, since the introduction of the Industrial Development Act in August 1966, been extended to include all ancillary space for storage, canteens, etc. The figures in brackets are estimates of the area which would have been approved on the old basis. In Scotland, Wales and the Northern Region the area approved was already for the broader coverage now used in the other regions; because of this lack of comparability the percentage share of Development Areas is not shown prior to the fourth quarter of 1966.
(4) Provisional. Figures for previous periods have been revised as necessary.

GEOGRAPHICAL DETAIL OF INDUSTRIAL BUILDING IN GREAT BRITAIN

Statistics of industrial building approved and completed in the sub-divisions of Scotland, Wales and the regions of England, and detailed notes of the changes which have taken place in the basis of the statistics since they were initiated, are available on request from Statistics Division, Board of Trade, Room 423, Sanctuary Buildings, Great Smith Street, S.W.1 (Tel. 01-222 7877, Ext. 3332).

The statistics relate to the number and floor area of schemes and to the estimates made by applicants of the additional employment likely to arise from these schemes. They are recorded in terms of (a) industrial development certificates issued in each of the years 1956 to 1966 and (b) buildings completed for manufacturing industry in each of the years 1960 to 1966.

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Orders, deliveries, production and exports in the engineering industries in November

THE MINISTRY of Technology reports that first estimates for November show a rise in production in mechanical and electrical engineering (shown in the first column of Table 1) to the level of activity of the summer months although, after allowing for seasonal factors, the average for the current three months is 1 per cent lower than the average for the three preceding months.

In the wider group of engineering industries covered by Tables 2 and 3 (including some vehicles in addition to mechanical and electrical engineering) the preliminary seasonally adjusted figures also show a rise in total deliveries in November. The average for the latest three months, however, is 2 per cent below that of the three preceding months and the average for the 11 months of 1967 is no higher than the 1966 average. Export deliveries in November are a little higher than the low October level, but still reflect the effect of the dock strike. Export deliveries in the current three months are 7 per cent below the preceding three months and the average for the 11 months of 1967 is 6 per cent below the 1966 level.

Home deliveries have remained flat for some months and, with net new orders below the deliveries level, home orders-on-hand have continued to fall and are now 11 per cent below their level at the end of 1966. The latest figure for export net new orders has dropped, making the average for the latest three months 13 per cent below the average for the three preceding months,

(*Continued on next page*)

Table 1. Engineering and electrical goods (S.I.C. Order VI)
Index numbers of the volume of production, orders on hand and exports

	Production seasonally adjusted			Orders on hand (end of period) (3) seasonally adjusted			
	Total	Mechanical engineering (1)	Electrical engineering (2)	Total	For home market	For export	Exports (4)
	1958 = 100			December 1958 (unadjusted) = 100			1961 = 100
1958	100	100	100	102	102	101	81
1959	105	103	110	103	103	103	82
1960	114	112	116	121	121	122	91
1961	121	122	120	124	123	127	100
1962	123	122	126	120	116	129	100
1963	126	122	134	141	139	143	106
1964	137	133	144	164	164	163	105
1965	144	142	148	166	165	168	111
1966	152	149	157	156	157	153	116
1965 1st quarter	142	141	145	168	168	167	106
2nd quarter	142	141	144	168	167	169	115
3rd quarter	145	143	148	166	166	166	107
4th quarter	148	144	154	166	165	168	115
1966 1st quarter	150	146	158	164	163	168	120
2nd quarter	150	146	157	163	162	164	113
3rd quarter	153	151	157	160	160	161	110
4th quarter	155	154	157	156	157	153	125
1967 1st quarter	152	147	160	150	150	151	123
2nd quarter	154	152	159	151	147	161	123
3rd quarter	153	150	159	149	144	167	103
1966 December	156	154	158	156	157	153	
1967 January	149	146	153	154	154	153	
February	153	148	160	152	152	151	
March	154	148	166	150	150	151	
April	155	153	159	150	150	152	
May	154	152	158	151	148	160	
June	154	151	161	151	147	164	
July	155	153	159	150	146	162	
August	152	149	159	149	143	165	
September	152	148	160	149	144	167	
October	150*	..	..	148*	142*	166*	
November	155*	..	..	147*	141*	165*	
Average:							
Latest 3 months shown	152	150	159				
Previous 3 months shown	154	152	159				
Percentage change (5)	—1	—1	Nil	—1	—2	Nil	

*Provisional.
(1) Covers Minimum List Headings 331 to 352 of the Standard Industrial Classification, including scientific, surgical and photographic instruments, etc., and watches and clocks.
(2) Covers Minimum List Headings 361 to 369 of the Standard Industrial Classification.
(3) Index of the total value at constant (average 1958) prices of orders held in these industries.
(4) Quarterly index of the value at constant (average 1961) price of exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Order VI of the Standard Industrial Classification.
(5) In the case of orders on hand the percentage changes compares the level at the end of the latest month shown with the corresponding level three months earlier.

although the average for the 11 months of 1967 is 4 per cent above the 1966 level. Export orders-on-hand dropped slightly in November, but are still 5 per cent above their level at the end of 1966. With total net new orders below the level of deliveries, total orders-on-hand showed a further decline in November to a point 6 per cent below the level at the end of 1966.

Description of the statistics

The volume indices of production and orders-on-hand in Table 1 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification. The statistics of orders and deliveries in the engineering industries given in Tables 2 and 3 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification together with locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification).

To assist the interpretation of trends in these industries the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review and the seasonal adjustment factors are re-assessed each year as another 12 months' experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes. The month to month fluctuations are particularly marked for the derived net new orders series, and in this case the figures shown against the months in Table 2 are three month centred moving averages of the seasonally adjusted figures, e.g. the figures shown against October are the averages of the seasonally adjusted figures for September, October and November.

Table 2 Engineering industries (1) Seasonally adjusted
Index numbers of the volume of orders and deliveries (2)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries
	December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100	
1958	102	92	100	102	93	100	100	88	100
1959	103	105	104	103	106	105	102	103	102
1960	120	123	114	120	123	115	119	122	111
1961	122	123	122	120	123	123	126	122	118
1962	117	120	123	112	117	122	128	128	126
1963	136	139	126	134	137	123	143	143	134
1964	162	152	136	161	153	136	166	151	136
1965	165	145	143	163	145	143	171	146	142
1966	154	143	150	155	142	148	154	145	156
1965 1st quarter	166	150	139	164	150	140	172	151	136
2nd quarter	166	143	143	164	142	143	173	147	143
3rd quarter	165	140	144	163	141	143	170	138	147
4th quarter	165	149	146	163	150	146	171	149	144
1966 1st quarter	163	142	148	161	141	147	169	146	150
2nd quarter	161	143	149	160	144	148	165	139	150
3rd quarter	159	147	152	158	145	150	161	151	158
4th quarter	154	140	153	155	138	148	154	145	165
1967 1st quarter	148	134	150	147	130	148	150	147	156
2nd quarter	148	150	151	144	143	152	160	172	148
3rd quarter	147	149	152	141	147	154	163	156	148
1966 December	154	136	153	155	133	149	154	142	165
1967 January	152	134	147	152	131	147	152	142	148
February	150	134	150	150	130	148	151	147	158
March	148	142	153	147	139	150	150	150	162
April	148	149	151	147	142	152	150	169	149
May	148	150	154	146	143	154	157	172	153
June	148	150	147	144	143	149	160	168	142
July	147	145	155	143	142	157	158	156	149
August	146	149	149	141	147	151	161	156	143
September	147	143	152	141	141	152	163	151	150
October*	145	142	144	139	145	152	163	136	122
November*	144	..	149	138	..	153	161	..	134
Average:									
Latest 3 months	144	142	148	138	145	153	161	136	136
Previous 3 months	146	145	151	141	142	152	161	156	145
Percentage change (4)	—2	—2	—2	—2	+2	Nil	Nil	—13	—7

*Provisional.
(1) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors.
(2) At constant (average 1958) prices.
(3) The figures shown against the months are three month centred moving averages.
(4) In the case of orders on hand the percentage changes compare the level at the end of the latest month shown with the corresponding level three months earlier.

(Continued on next page)

Table 3. Engineering industries (1) Unadjusted
Index numbers of the volume of orders and deliveries (1)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (52)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	93	100	100	88	100
1959	101	105	104	101	106	105	102	103	102
1960	117	123	114	117	123	115	119	122	111
1961	120	123	122	117	123	123	126	122	118
1962	115	120	123	109	117	122	129	128	126
1963	135	139	126	131	137	123	144	143	134
1964	161	152	136	158	153	136	168	151	136
1965	163	145	143	161	145	143	172	146	142
1966	152	143	150	152	142	148	154	145	156
1965 1st quarter	167	161	145	165	164	146	172	154	142
2nd quarter	166	140	142	165	141	142	171	138	142
3rd quarter	165	129	133	163	128	132	169	131	135
4th quarter	163	151	152	161	148	152	172	160	151
1966 1st quarter	164	157	154	162	158	153	170	153	158
2nd quarter	161	138	147	161	142	146	163	129	148
3rd quarter	159	135	141	158	132	140	161	142	145
4th quarter	152	142	159	152	136	154	154	156	173
1967 1st quarter	149	144	152	149	142	149	151	150	158
2nd quarter	148	151	154	145	145	155	157	167	151
3rd quarter	146	137	141	141	134	143	163	148	135
1966 January	163	144	144	161	144	144	172	144	145
February	165	163	150	162	162	147	173	164	159
March	164	163	167	162	167	167	170	150	168
April	163	126	140	161	126	138	168	128	145
May	163	143	144	161	147	144	166	133	144
June	161	146	156	161	153	157	163	126	155
July	160	141	147	160	137	147	162	152	148
August	160	123	124	160	120	120	162	131	134
September	159	140	152	158	139	152	161	145	152
October	158	149	156	157	143	152	160	163	166
November	156	141	160	155	134	154	158	161	175
December	152	135	162	152	132	157	154	145	178
1967 January	151	137	143	151	136	143	153	140	145
February	150	147	154	150	143	150	152	157	167
March	149	148	157	149	146	155	151	154	163
April	148	150	155	148	151	154	149	149	158
May	149	156	151	147	142	152	156	194	148
June	148	146	156	145	142	159	157	158	147
July	147	141	146	144	145	149	156	129	137
August	147	122	123	143	112	123	160	152	123
September	146	149	153	141	145	156	163	162	146
October*	145	140	149	139	141	157	164	136	125
November*	143	142	155	137	145	160	163	133	141

*Provisional.
(1) See footnotes (1) and (2) to Table 2.
(2) Adjusted to allow for differences in the length of calendar months, but not for regularly recurring seasonal movements.

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1967, but any later changes known to have come into operation are shown. **27s. 6d.** (by post 28s. 6d.)

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in November was 2 per cent higher than the previous year, compared with increases of 1 per cent and 4 per cent in October and September respectively.

Household goods shops showed an increase of 15 per cent on a year earlier, while food shops and clothing and footwear shops showed decreases of 1 per cent and 2 per cent respectively on the previous year.

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier.

	All kinds of business	%	Food shops	%	Clothing and footwear shops	%	Household goods shops	%	Other shops	%
1964 Year	114	+ 6	117	+ 7	109	+ 3	112	+ 5	111	+ 8
1965 Year	121	+ 6	125	+ 6	116	+ 6	120	+ 6	119	+ 7
1966 Year	124	+ 2	130	+ 4	116	+ 1	115	— 3	125	+ 5
1966 4th quarter	136	Nil	133	+ 2	131	— 8	124	— 7	148	+ 6
1967 1st quarter	118	+ 1	133	+ 3	92	—10	112	+ 2	114	+ 5
2nd quarter	124	Nil	133	+ 1	108	— 7	118	+ 4	122	Nil
3rd quarter	123	+ 3	130	+ 5	105	— 3	120	+ 5	125	+ 4
1966 November	128	— 2	130	+ 2	130	—10	130	— 9	122	+ 2
December	158	Nil	146	+ 1	150	—10	126	— 5	198	+ 6
1967 January	113	+ 1	123	+ 2	88	— 7	122	+ 5	112	+ 2
February	120	+ 2	138	+ 5	88	—14	120	+ 1	112	+ 8
March	120	+ 1	137	+ 2	98	— 9	93	— 1	118	+ 6
April	118	— 2	132	+ 1	89	—12	108	+ 1	122	— 3
May	130	— 2	135	— 1	121	— 6	126	+ 2	129	Nil
June	124	+ 3	133	+ 4	114	— 4	121	+11	117	+ 3
July	120	+ 4	126	+ 7	101	— 2	119	+ 5	123	+ 2
August	124	+ 2	129	+ 3	106	— 9	125	+11	130	+ 4
September	125	+ 4	135	+ 4	109	+ 1	117	Nil	122	+ 6
October	123	+ 1	125	Nil	111	— 1	127	+10	127	+ 2
November	131	+ 2	128	— 1	127	— 2	150	+15	132	+ 8

Further details may be had on application to Ministry of Commerce, Index of Retail Sales, Room 311, 21 Linenhall Street, Belfast 2 (Tel. Belfast 24488, Ext. 213).

Northern Ireland index of production

THE PROVISIONAL index of industrial production for Northern Ireland for November, 1967 prepared by the Ministry of Commerce is 138 (1963=100). This is 5 points higher than for October, 1967 and 12 points higher than for November, 1966.

The index numbers for the main industrial groups with increase or decrease on November, 1966 shown in brackets are: textiles 149 (+25 points); clothing 118 (−5); engineering and metals 142 (+21); food, drink and tobacco 108 (+6); timber and furniture 119 (+2); mineral products 115 (−13); other manufacturing industries 178 (+2); gas, electricity and water 161 (+5).

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1:

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LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 127, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 *(Tel.* 01-222 7878, *Ext.* 2653/6) *and not to HMSO.*

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, January 19, 1968.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Look at Life Series 36:					
Slippery Customers	Br/E 32952	9	January 15	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Little Orphan Annie	Br/E 32953	9	January 15	" "	" "
Brain Drain	Br/E 32954	10	January 15	" "	" "
The Post Office Tower of London	Br/E 32955	20	January 15	" "	The Rank Organisation Special Features Division on behalf of the General Post Office.
Tonite Let's All Make Love in London	Br/E 32956	65	January 15	Lorrimer Films Ltd.	Lorrimer Films Ltd.
Here We Go Round the Mulberry Bush	Br/E 32957	94	January 16	United Artists Corp. Ltd.	Giant Production Films Ltd.
The Man Outside	Br/E 32959	97	January 17	London Independent Producers (Distribution) Ltd.	Trio Films Ltd.
Pathe Pictorial Series 677/689:					
Pathe Pictorial No. 683	Br/E 32960	8	January 18	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe Pictorial No. 684	Br/E 32961	9	January 18	" "	" "
The Night Caller	Br/E 32962	82	January 18	Butcher's Film Distributors Ltd.	Armitage Films Ltd.
A Game Called Scruggs	Br/E 32965	46	January 19	Bargate Films Ltd.	Juvenal Ltd.
Movietone News 2014	Br/E 32845	7	January 19	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2014A	Br/E 32846	7	January 19	" "	" "
Pathe News 68-5	Br/E 32897	7	January 19	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 68-6	Br/E 32898	7	January 19	" "	" "
FOREIGN					
A Lion's Holiday	F 32951	20	January 15	Contemporary Films Ltd.	Sovexportfilm, Moscow.
Paris in August	F 32958	103	January 17	" "	Compagnie Francaise de Distribution Cinematographique, Paris.
The Comedians	F 32963	147	January 19	Metro-Goldwyn-Mayer Pictures Ltd.	Maximillian Productions Ltd., Bermuda.
(a) Comic Strip Hero (b) Comic Strip Killer (c) Jeu de Massacre	F 32964	95	January 19	Antony Balch Films Ltd.	Francinor-Davis Film, Paris.

CORRECTION TO THE REGISTER:
The playing time of the film 'Looking Over the Fence' (F 32593) registered on August 22, 1967, has been corrected to 18 minutes.

Government Publications

required by customers in Scotland may be obtained quickly from

Her Majesty's Stationery Office, 13a Castle Street, Edinburgh 2

Book values of overseas investments

THE ACCOMPANYING TABLES give the results of the second survey of the book values of direct investments overseas, which related to the end of 1965. The survey covered both United Kingdom companies' investment overseas (outward investment), and overseas companies' investment in the United Kingdom (inward investment), but not portfolio investment, which is the subject of other inquiries.

The survey covered industrial and commercial investment, except in the oil industry. Because of problems of definition, banking and insurance investment (which are included in the annual statistics of investment flows and investment earnings) are excluded. The figures cover the investing companies' share in branches, in subsidiaries, and in associated companies in which there is less than a controlling interest. They relate either to December 31, 1965, or to the nearest financial year-end.

Full details were not obtained in respect of investments amounting to less than £250,000.

Valuation

The investment figures given are at balance sheet values, since these are the only ones generally available. They are based on net assets, that is fixed assets, less accumulated depreciated provisions, plus current assets, less current liabilities. (A fuller definition is given in the Notes and Definitions at the end of this article.) The book values approximate to present-day values in respect of current assets and current liabilities, but may not do so in respect of fixed assets. The book values of fixed assets acquired some years ago are likely, unless there has been a recent re-valuation, to be appreciably lower than current market or replacement values; and in individual cases may be quite unrealistic. This particularly applies to rubber, tea, etc., plantation companies and mining companies. Estimates obtained by Reddaway from 20 large United Kingdom companies with investments overseas showed replacement values 26 per cent above book values of fixed assets.* Trade investments in associated companies may also be carried in the books at values well below the market valuation.

These limitations need to be borne constantly in mind, particularly when use is made of figures for individual countries.

There has been a change in the basis of valuation since the first survey of this kind, in that figures were this time collected in respect of long-term loans raised locally, together with provisions for future taxation; and of that part of current liabilities which was owed to the parent company. The former have been subtracted, and the latter no longer subtracted, in computing the value of investments. Since the former are larger, the net effect is to produce rather lower figures.

Summary

The book values of United Kingdom direct investments overseas at the end of 1966 exceeded the value of foreign direct investment in the United Kingdom by £2,300 million, as compared with an excess of £1,910 million at the end of 1960.

The main figures for the total book values at the end of the year, estimated on the present basis of valuation, are as follows (in £ milllion):

	1960	1961	1962	1963	1964	1965	1966
Outward . .	2,950	3,190	3,410	3,640	3,910	4,215	4,500
Inward . .	1,040	1,290	1,430	1,610	1,780	1,980	2,200

*Effects of UK Direct Investment Overseas: An Interim Report.

The 1962 figures compare with 3,600 (outward) and 1,500 (inward) published in the *Board of Trade Journal* previously (in the issue of August 7, 1964). The present figures also differ slightly from the preliminary estimates published in the 1967 Balance of Payments Pink Book, and in the Bank of England Quarterly Bulletin for September, 1967, for which the figures used for end-1962 and end-1966 were 3,380 and 4,500 (outward, excluding insurance), and 1,470 and 2,250 (inward).

The value of outward investments has been increasing at a compound rate of 7½ per cent a year, and of inward investment at 11 per cent a year. In real terms, the rates of increase would, of course, have been a good deal less, principally because of inflation, but partly also because book values tend to become more up to date with time. The increase in investment is shown by the annual figures to have been made up of unremitted profits and other investment in amounts of comparable magnitude, though unremitted profits have accounted for an increased proportion of outward investment in recent years. Not all the other investment involves cash remittances – e.g., where the parent company supplies goods on long-term credit or free of charge.

The analysis by date of establishment shows that much the greater part, both of outward and of inward investment, originated before the war, though of course most of the assets now employed are of much more recent date. This analysis illustrates also the increasing tendency for overseas investors to start by buying into an existing concern rather than to set up a new enterprise from scratch. Trade investments in associated companies tend to have been established more recently than subsidiaries or branches, in part because as time goes on they may be converted into subsidiary companies.

A substantial part of British investment overseas, but only a trivial part of inward investment, is in the form of branches, much of this outward investment in branches being of relatively long standing. This may be because much of the earlier investment was in developing countries of the Commonwealth which at the time had no capital markets, and where it was then not easy to establish locally-based companies. In recent years tax and other regulations have reduced the attractions of this form of investment.

Over half outward investment and nearly three quarters of inward investment is in wholly owned subsidiaries, together with branches. Minority interests account for only 13 per cent of the total value of outward investment, and only 8 per cent for inward investment.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

BOOK VALUES OF OVERSEAS INVESTMENTS, *continued*

A general feature which is apparent in many of the tables is the great diversity of overseas investment to which Reddaway drew attention. In particular, this is reflected in the tables showing the dispersion of rates of return.

Form of the tables

The tables are basically in the same form for outward and inward investment, though there is much less scope on the inward side for geographical analysis by country of investor than on the outward side by the country in which the investment is made.

The following groups of tables may be distinguished:

		Outward tables	Inward tables
Estimates for 1960-1965	(a)	1, 2	17, 18
Analyses by form of organization, industry and country	(a)	3, 4	19, 20
Make-up of investment by country	(b)	5, 6	21, 22
New analyses by date of establishment and proportion owned in UK	(b)	7, 8	23, 24
Cross-analyses by industry, size, date of establishment and proportion owned in UK	(b)	9-11	25-27
Rates of return	(c)	12-16	28-32

(a) Estimates for all firms.
(b) Large investing companies.
(c) Estimates for companies supplying comparable data for earnings and investments.

The figures for small investments which are omitted from the later and more detailed tables are estimated to account for 4 per cent of the total value of outward investments, and 2 per cent of the total for inward investments.

OUTWARD INVESTMENT

Country analysis

Estimates of total investment in individual countries have been made on a comparable basis for the years 1960 to 1965, using the 1962 and 1965 surveys of book values, and the annual returns of investment flows. Because of the change in the basis of valuation, the estimates for the earlier years are only approximate.

In terms of book values, 57 per cent of our investments are in the Overseas Sterling Area and 43 per cent in the Non-Sterling Area. About two-thirds are in developed countries and one-third in developing countries. The latter are mainly in the Overseas Sterling Area, the proportion in developing countries outside the sterling area being only 8 per cent, mainly in South and Central America.

The table below shows the countries in which our main investments are. As always, the use of book values as a measure has its limitations, and the exact order is not of great significance; in real terms, Malaysia would probably have a larger share, and France and Western Germany slightly smaller ones.

	Average size of investment (£ million)	Percentage of total
Australia	1·05	17
Canada	1·05	12½
South Africa	0·8	9
United States	1·1	9
India	0·8	7
Commonwealth West Indies	0·8	3½
Malaysia	0·6	3½
New Zealand	0·5	3
France	0·35	3
Western Germany	0·4	2½
Irish Republic	0·4	2
EEC countries	0·35	9
EFTA countries	0·3	2½

The average sizes of investments in particular countries shown above may be compared with a world average of £620,000. The averages which can be derived from Table 3 do not vary over a very wide range, though investments in developing areas of the Overseas Sterling Area tend to be smaller than average. There are, however, wide dispersions about these averages, as appears from later tables.

There is a marked correlation between the scale of our investment in particular areas, and the average size of individual investments, the latter being larger in the countries in which we have the largest stake.

The total numbers shown in Table 3 are somewhat larger than the estimates given in the last *Board of Trade Journal* article on overseas investment (in the issue of June 30, 1967), mainly because companies with a number of small overseas investments (including trade investments and sales offices overseas) were this time asked to distinguish them separately.

Form of organization

This also is shown in Table 3. Of all our overseas investment (apart from the 4 per cent made by small investors), 73 per cent was in subsidiaries, 8 per cent in associated companies, and 19 per cent in branches. The latter form of organization was commoner in developing than in developed countries, and commoner in the Overseas Sterling Area than in the Non-Sterling Area. In some countries, such as Malaysia and Ceylon, most of the investment is in the form of branches; many of the companies concerned are plantation and mining companies which, though registered in the United Kingdom, have no large establishments here, and conduct the greater part of their operations overseas.

Though associated companies accounted for only 8 per cent of the book value of the investments considered, they represented 23 per cent of the corresponding numbers, the average investment of this kind, as one would expect, being a good deal smaller than that of subsidiaries or branches. Still leaving small investors out of account, the average investment in a subsidiary company was nearly £1 million, and that in a branch almost as large – over £800,000. (These figures may be marginally inflated as the result of returns occasionally being made which group together subsidiaries or branches within the same country.)

Industry analysis

The broad pattern of investment by industry and area shown in Table 4 is already well known. Investment in manufacturing predominates everywhere except in the developing countries of the Overseas Sterling Area, where investments in agriculture and mining taken together are more important.

In total, the breakdown in percentage terms was as follows:

	Percentages of total book value of assets
Manufacturing	50
Distribution (a)	16
Agriculture	8½
Mining	6½
Transport	3½
Shipping	2
Construction	1
Other (b)	12½
	100

(a) Includes investment both in sales offices and in overseas trading companies.
(b) Mixed, financial and property investments.

Taking 10 per cent or thereabouts of the total in any industrial category as the criterion of significance, the following are the countries in which our significant investments of different types were situated. It must be remembered, of course, that the categories differ widely in importance, manufacturing investment being larger than all the rest taken together.

Agriculture
Malaysia
India
Australia
Ceylon

Mining
Australia
Canada
United States
Ghana

Shipping
Commonwealth West Indies
Australia
New Zealand
South Africa

Transport
Portugal and Portuguese Territories
Commonwealth West Indies
South and Central America

Construction
Australia
Nigeria
South Africa
Canada

Manufacturing
Australia
Canada
United States
South Africa
EEC countries as a group

The countries shown under manufacturing appear again if one looks separately at investments in engineering and in vehicles etc., except that investment in the latter group in Canada and the United States is not of much significance.

Comparative rates of growth in the different classes of investment may be derived from Table 2. The main fields in which growth has been appreciably above the average rate are distribution, and manu-

facturing generally, though this is not true of engineering, or of the vehicles group, where the values recorded at the end of 1965 were actually lower than at the end of 1960. The other main field where a below average rate of growth was recorded was agriculture.

Make-up of net assets

Table 5 shows that, in overseas subsidiaries, the United Kingdom stake represented 87 per cent of the total book value. It also shows the pattern of assets and liabilities, which is similar to that for overseas owned companies in the United Kingdom (which before it was obtained from the present inquiry had been derived from the analysis of published accounts*). The main features are the greater importance of both current assets and current liabilities as compared with quoted companies generally, largely reflecting amounts owed by overseas affiliates, or owing to them.

No clear pattern is to be seen in the make-up of the figures for net assets in different types of area, perhaps because of the great variety of investments there may be even within single overseas countries. This is so, for example, if one examines the ratios of fixed to total assets, or the ratios of accumulated depreciation provisions to values of fixed assets, which do not appear to be related to the age distribution of investments shown in later tables.

Dates of establishment

The analyses by date in Table 7 and later tables relate to the date when the investment was initiated, and do not represent an age-distribution of the assets now employed. Whereas most of the assets date from relatively recent years, the investments in most cases originated before the war. Two-thirds of large investments by number, but only 36½ per cent in terms of net asset values, were started in 1946 or later. Of these the greater part – 40 per cent of the total numbers – date from the most recent decade.

There are marked differences between subsidiaries, associates and branches. Branches tend to be the longest established, 88 per cent of their net assets being in branches established before 1946. For subsidiaries, the corresponding proportion is 60 per cent. Investment in associates tends to be of more recent date and only 33 per cent of these holdings date from before 1946.

Of all our investments except these made by small investors, 63½ per cent (in terms of book values of investments) originated before 1946, 18½ per cent in the decade from 1946 to 1955, and 18 per cent in the decade from 1956 to 1965. As is to be expected, there are considerable variations about these averages in individual countries and areas. Our investments are predominantly old-established in India and Ceylon, Malaysia, Ghana, South America, and non-sterling Africa. A high proportion are of relatively recent date in the Commonwealth West Indies, Canada, and EFTA countries (except Portugal). In EEC countries, there is no clear pattern, old-established investments in Belgium being balanced by more recent ones in France and Italy.

Of the overseas investments made by smaller companies, a still larger proportion of almost a half date from the period 1956-1965.

Analysis by percentage of ownership

The values shown in Table 8 are those attributable to the United Kingdom investor, not the whole values of the subsidiaries' assets. Just half the holdings in subsidiary companies are in wholly owned companies, and a further 34 per cent are in companies with United Kingdom ownership of 75 per cent or more. The proportions do not differ greatly between the main areas shown in the table. For subsidiaries, branches and associates taken together the proportion in full United Kingdom ownership is 56 per cent.

In agriculture, and in vehicles, etc., well over half the holdings in subsidiaries represent full ownership. The proportions are relatively small, i.e. local participation is strongest, in mining and in transport.

Analysis by industry and date of establishment

Table 10 also distinguishes branches, subsidiaries and associates, and it is noteworthy that, although date of establishment as already mentioned is strongly associated with form of organization, there is a further association with certain kinds of investment independent of the form of organization. Whether in subsidiaries or branches, investment in agriculture, mining and transport tends to have earlier than average dates of establishment; and for agriculture and mining this is true of trade investments in associated companies also.

*See Economic Trends No. 169, November 1967, 'Patterns of Company Finance'.

Analysis by industry and size

In the world as a whole, the industries with larger than average investment are mining, vehicles, and other manufacturing. Those industries in which investments tend to be smaller than average are construction and distribution. For transport the size pattern does not differ greatly from that for all industries. Agriculture, shipping and engineering have rather smaller than average proportions of investment in the largest sized group, but to some extent make up for this by having more than average proportions in the second largest. There are, however a number of departures from these patterns in the main areas which are distinguished in Table 11.

The small negative values appearing in this table result from cases where liabilities reported exceeded the book value of assets,

Date of establishment and size

This cross analysis shows that the older established investments in general tend to be the larger, as shown in the following table.

Book values of net assets of large investing companies attributable to the United Kingdom at end-1965 in £ million

	Before 1946	1946-1955	1956-1965	Total
Over £5 million	1,548·2	211·8	197·2	1,957·2
£5 million—£1 million	722·0	295·3	276·5	1,293·8
£1 million-£¼ million	158·9	116·8	95·5	371·2
£¼ million-£¼ million	103·8	72·2	74·1	250·1
Under £¼ million	53·0	60·5	93·3	206·8
Negative values	—10·6	—2·3	—16·9	—29·8
Total	2,575·3	754·3	719·7	4,049·3

Date of establishment and degree of ownership

As mentioned earlier, investment in associates tends to have originated more recently than investment in branches and subsidiaries. The fuller analysis in the table below confirms that it is the long-standing investments which are most likely to be in wholly owned branches or subsidiaries. For all types of organization taken together, the proportion in full United Kingdom ownership for dates of establishment since 1946 is 47½ per cent, whereas for dates before 1946 the proportion is 60 per cent. This may be partly because as time goes on, minority interests in a successful investment may be bought out; and partly because in recent years a measure of local participation has helped to make foreign investment more acceptable to host countries.

Book values of net assets of large investing companies attributable to the United Kingdom at end - 1965 in £ million

	Before 1946	1946-1955	1956-1965	Total
Under 50% owned	112·5	113·9	129·4	355·8
50-74% owned	244·3	116·2	88·7	449·2
75-99% owned	668·2	174·1	151·5	993·8
100% owned	1,550·3	350·1	350·1	2,250·5
Total	2,575·3	754·3	719·7	4,049·3

Rates of return

The final five tables relating to outward investment show rates of return, the last three being based on the figures supplied by the companies, who made comparable returns of the book values of their investments and of the earnings on them during 1965. These accounted for 85 per cent of all our overseas investments.

These estimates of rates of return are very uncertain, the uncertainties affecting both the numerator and the denominator of the calculated ratio. Recorded earnings are affected by the prices at which transfer of goods and services are made between members of the same company group in different countries, which will not always be at 'arm's length'; by the methods adopted for allocating within the group costs which are incurred centrally, especially for research and development; and by changes in taxation, and in the interest rates payable on loan capital. The book values of assets may be biassed downwards because of the use of historical values. These elements of uncertainty may have a larger proportionate effect on the detailed figures for particular countries and industries than on those for United Kingdom investment as a whole. Because of them, the figures should be used with great caution; they are not suitable for producing 'league tables' of the returns on different classes of investment.

Tables 12 and 13 show estimated average rates of return in

(*Continued on next page*)

BOOK VALUES OF OVERSEAS INVESTMENTS, *continued*

different countries and in different industries for years from 1960 to 1965. These rates may be compared with rates of return on the capital of quoted companies in the United Kingdom in 1965 of 13.9 per cent before tax, and about 8¼ per cent after tax. (The latter figure would have been lower but for the tax changes introduced in 1965, which are discussed in the context of inward investment below.)

Rates of return were appreciably higher than the 1965 average in South Africa, the United States and Malaysia. In the latter case the high rate of return may have resulted from the book value of assets employed being more than usually understated; it was also a good deal less than it had been a few years earlier.

Rates of return which were appreciably lower than the average were recorded in 1965 for Canada, the Commonwealth West Indies, and EEC countries, apart from Western Germany. In EFTA countries experience was mixed, ranging from a high rate of return in Switzerland to losses in Denmark.

The industrial analysis in Table 13 shows relatively high rates of return on manufacturing investments, except engineering and vehicles; and relatively low rates of return in agriculture. There is here some correlation with the growth in the value of assets. The highest rate of return was recorded for mining, and may be associated with the relatively short life of mining assets.

Tables 14, 15 and 16 give dispersions of rates of return in 1965. What they principally demonstrate is the very wide variation which underlies the averages previously considered, some rates of return of over 20 per cent and some losses being included in each of the classes of investment which are distinguished.

What is rather striking about these tables is that, in this particular year, only 35 per cent of assets were so employed as to earn over 10 per cent, though in terms of numbers the proportion of investments earning as much as this was slightly higher – just on 40 per cent.

Table 15 reflects the inverse correlation which is to be expected between date of establishment and date of return, a higher proportion of the more recently initiated investments showing losses, nil earnings, or relatively low rates of return. A point to be remembered in this connection is that 10 or 20 years ago there would have been other overseas investments which were doing badly, but which – unless things took a turn for the better – will since have disappeared.

The largest investments, which are distinguished in Table 16, run less to extremes than smaller ones, and show a larger concentration in the 5-10 per cent range of rates of return.

INWARD INVESTMENT

Country analysis

At the end of 1965, nearly two-thirds of overseas investment in the United Kingdom came from the United States, and 12 per cent from Canada, together making up 78 per cent for North America The next largest total is for Switzerland, but a substantial part of the investment so recorded probably originated in the United States, the investment being made via a Swiss holding company.

As mentioned earlier, inward investment in terms of book values has been growing since 1961 at an average compound rate of 11 per cent a year – considerably faster than outward investment. This figure is calculated from end-1961 to end-1966 in order to avoid the effects of the buying-out by Fords of their minority shareholders in 1961, which was the main cause of the big jump in values in that year.

Investments from North America have grown even faster – at 12 per cent. Of the industry groups distinguished in Table 18, the highest average rate of growth has been in distribution, and investments in engineering have increased more since 1961 than those in manufacturing generally.

Form of organization

Much the greater part is in subsidiaries – 90 per cent of the total excluding small investments. 8 per cent was in associated companies and only 2 per cent in branches.

The size of the average inward investment is considerably larger than for outward investment – just over £1 million as compared with £600,000 or so. When small investments are excluded, the average overseas investment in a United Kingdom subsidiary had a book value of £2.4 million, and in a branch or associate one of nearly £1 million.

Industry analysis

82 per cent of inward investment was in manufacturing, and 12 per cent in distribution, though a higher proportion of investment from EEC countries – nearly a quarter – was in distribution.

Regional Organization of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below

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Wellbar House, Gallowgate. Newcastle-upon-Tyne, NE1 4TJ. (Tel. Newcastle 27575. Code: 0632 27575. Telex No. 53178.) Sub-Office for Cumberland and Westmorland: Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9.)
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Yorkshire and Humberside Region
City House, New Station Street, Leeds 1 (Tel. Leeds 38232. Code: 0532 38232. Telex No. 55472.)
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Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171. Code. 061 CEN 2171. Telex No. 66104.)
N. S. Belam.

Scotland
314 St. Vincent Street, Glasgow, C3. (Tel. Glasgow City 2855. Code: 041. CIT 2855. Telex No. 77583.) District Office: 29a High Street, Inverness. (Tel. Inverness 30867. Code: 0463 30867.)
P. J. L. Homan.

Northern Ireland
Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. BT2 8BY. (Tel. Belfast 34488. Code: 0232 34488. Telex No. 74578.)
H. E. Jones, C.B.E.

Within manufacturing, industries were ranked as follows in order of size:

	Percentage of total investment
Mechanical engineering	17
Motor vehicles	15
Chemicals	11
Food and drink	10
Electrical engineering	9

Minority interests

Just as little overseas investment in this country takes the form of trade investments in associated companies, so also most of the foreign-controlled subsidiaries are wholly-owned, and minority interests are relatively small. At the end of 1965, they accounted for 8 per cent of the total value of net assets in subsidiary companies shown in Table 21, which is rather less than the corresponding figure in respect of outward investment, which was 13 per cent.

Taking branches, subsidiaries and associates together, Table 24 shows that of all the net assets in overseas ownership, nearly three-quarters were in wholly-owned subsidiaries and branches. The proportion was higher still in distribution, much of this investment being in sales subsidiaries.

Dates of establishment

A higher proportion of inward than of outward investments prove to be of relatively long standing, and two-thirds of the assets in the United Kingdom owned overseas are in organizations established here before 1946. Fresh investments have, however, been numerous in recent years; in terms of numbers, 44 per cent of the larger investments were established in the most recent decade, and nearly 70 per cent of the smaller. Once again, trade investments in associated companies are for the most part relatively recent, 62 per cent of them dating from the last ten years.

Among the investments dating from before the war are those of the big American car and tyre companies, though they have of course greatly expanded their investment in recent years. A high proportion of the foreign holdings in the food industries are also of long standing. Fields in which there has been a higher proportion of new-comers since the war are textiles and clothing, paper, chemicals and metal manufacture; though in the last two cases, more than half of the present investment is in firms established here before 1946.

Analysis by industry, size and date of establishment

There is a more than average proportion of really large investments in the motor industry and also, though to a lesser extent, in the food industry and in electrical engineering. There are rather higher than average proportions of relatively small investments in mechanical engineering. As for outward investment, the longer established investments tend to be the larger, the relationship being shown in the following table.

Book values of net assets of large investments attributable to overseas investors at end-1965 in £ million

	Before 1946	1946-1955	1956-1965	Totals
Over £5 million	926·5	102·0	195·0	1,223·5
£5 million-£1 million	285·9	105·3	113·2	504·4
£1 million-£½ million	42·6	22·4	42·7	107·7
£½ million-£¼ million	28·4	10·9	41·4	80·7
Under £¼ million	12·1	5·2	5·3	22·6
Total	1,295·5	245·8	397·6	1,938·9

Date of establishment and degree of ownership

Again a similar relationship to that found for outward investment appears between date of establishment and degree of ownership, though the proportion of investment which is fully owned is high throughout. Of the investments dating from before 1946, the proportion in which there is less than 50 per cent ownership is especially small – less than 2½ per cent.

Book values of net assets of large investments attributable to overseas investors at end-1965 in £ million

	Before 1946	1946-1955	1956-1965	Totals
Under 50% owned	31·2	29·0	94·6	154·8
50-74% owned	112·6	8·3	36·0	156·9
75-99% owned	152·0	6·4	40·3	198·7
100% owned	999·7	202·1	226·7	1,428·5
Total	1,295·5	245·8	397·6	1,938·9

Rates of return

As has long been known, rates of return calculated with reference to book values of assets are higher for foreign-owned companies than for United Kingdom companies generally. The uncertainties attaching to these figures, described above in the context of outward investment, do not wholly invalidate broad comparisons of this kind, though they do mean that they are inexact, and that differences of less than one per cent may not be significant.

Another source of inaccuracy which applies to inward investment in particular, arises from the use of figures net of depreciation – both for profits and for assets. The changes made from time to time in initial and investment allowances lead to some degree of discontinuity in a series so calculated.

When comparison is made with the earnings of United Kingdom companies generally, the further problem arises of estimating overseas' investors' earnings gross of tax payable in the United Kingdom (since the comparison is best made in terms of rates of return before tax). The information collected relates to earnings after tax, and separate information was not obtained about tax liabilities. The first problem in estimating pre-tax earnings is the effect of capital allowances (and in particular investment allowances) in reducing profits for tax purposes below those which appear in the accounts, so that one cannot base the computation on nominal tax rates. A second problem in making the comparison for the most recent year, 1965, is that this was the year of transition to a new tax system, in which the incidence of taxation differed from what it would have been either in previous or in subsequent years. Most, though not all, earnings in '1965' would have been liable only to corporation tax, whereas in previous years they would have been liable to income tax together with profits tax, and in subsequent years to corporation tax together with withholding tax on dividends. Making allowance for these factors is a very hazardous operation, but it is roughly estimated that in 1965 the average rate of return before tax, was 15¼-16 per cent, as compared with 13.9 per cent for large quoted companies in the United Kingdom generally.

Though the comparison is a hazardous one, the difference is certainly significant, though its exact magnitude must be a matter of doubt. It results, in part, from the industrial distribution of foreign investments, which tend to be concentrated in relatively profitable and growing sectors of industry, such as engineering, vehicles and chemicals.

The rates of return on United States investment shown in Table 28 are throughout appreciably greater than those on other foreign investments in the United Kingdom. The time-trend over the six years shows the same cyclical pattern as the figures for large United Kingdom quoted companies, with a trough in 1962, and then a gradual recovery.

The relative rates of return in different industry groups shown in Table 29 vary considerably in different years. There was a marked improvement in rates of return in engineering in the two latest years, and in 1965 the rate was 80 per cent higher than in 1960.

As for outward investment, the final three tables show a wide dispersion of rates of return. The dispersions for different industries shown in Table 30 give a fairly good indication of which were the most profitable so far as foreign-owned companies were concerned in 1965. In total, close on half the net assets analysed were in companies earning over 10 per cent; but the proportion earning more than this was appreciably higher in chemicals and in engineering (especially electrical). In distribution just over half of the assets were in companies earning more than 10 per cent, but a relatively high proportion (11½ per cent) made losses.

The dispersion of rates of return for investments originating in different periods, shown in Table 31, shows an interesting pattern. In terms of net assets, the proportion earning over 10 per cent was rather less than a half for investments dating from before 1946, but rather more than a half for those dating from 1946-1955. For those dating from the latest decade (1956-1965), the proportion was only just over a third. For this decade also, the proportion recording losses was high – 17 per cent.

Of the size-groups in Table 32, the most profitable seem to have been the companies with net assets between £¼ million and £5 million, which in 1965 on the whole did better than the largest companies with assets of more than £5 million.

(Notes to tables and tables continued on following pages)

BOOK VALUES OF OVERSEAS INVESTMENTS, *continued*

NOTES AND DEFINITIONS

Coverage

The survey was conducted on a voluntary basis. Firms with large direct investments (where the total of fixed and current assets amounted to £¼ million or more) were asked to complete detailed returns, but only limited information was requested from firms with small direct investments (less than £¼ million). Response was not complete, but except where otherwise indicated, all the statistics include an estimate for non-response. These estimates were derived by using all available information (e.g. company accounts and reports, returns at previous inquiries, discussions with the firms concerned, etc.) to construct returns for each significant firm which had not responded, so that estimates for non-response could be made in detail. For large investments an additional 2-3 per cent was added in respect of investments for which no detailed information was available. In compiling figures for all firms, estimates were also added for small investors, based on information obtained for 1962, amounting to 4 per cent of the total for outward investment and 2 per cent for inward. The totals, consequently, may not be accurate to the final digit shown, and, because the incidence of non-response varies from country to country, the detailed figures may be subject to wider margins of error than the totals.

Government Departments and the banking, insurance and oil industries were excluded, as was the Commonwealth Development Corporation, which is financed by the Government, though its overseas investments include some direct investments in private industry in developing countries.

Date of returns

Returns were made in respect of the end of the calendar year 1965 or the nearest accounting year.

Direct investment

The concept of direct investment is that adopted by the International Monetary Fund.* The survey is limited to direct investment by companies. It follows that holdings of shares by individuals resident in the United Kingdom in independent companies registered abroad, were regarded as 'portfolio' and not as direct investment, even if, as in the case of some companies which have migrated, United Kingdom residents hold a majority of the issued capital.

By 'branch' is meant a 'permanent establishment' as defined for the purpose of United Kingdom tax in the relevant Double Taxation Agreements (which are published as Statutory Instruments). Subsidiaries are defined in Section 154 of the Companies Act, 1948, and associates as companies which were not subsidiaries but in which the investing company had a holding which it regarded as a 'trade investment'.

Value of investments

Except in Tables 5 and 21, which show how investment is made up, the values of investment shown are the book values attributable to the investing company. They are arrived at by adding and deducting the values returned for certain items as shown below:

Added	*Deducted*
Fixed assets after provision for depreciation.	
Total current assets.	Current assets due from overseas parent.
Current liabilities due to overseas parent.	Total current liabilities.
	Long-term liabilities owed overseas (Outward) or in the United Kingdom (Inward).
	Value of net assets attributable to minority shareholders
	Provisions for future taxation.

*Balance of Payments Manual, Third Edition, July 1961.

Percentage of ownership

This is derived from the figures for the total value of net assets, including net amounts owned to parent companies, and the value of net assets attributable to minority shareholders. It relates to the whole of the capital employed, not only to the equity capital. Majority ownership does not always exactly correspond to control, though the correspondence is a close one.

Relationship with annual statistics

The year-to-year changes in the value of investments do not exactly correspond with the figures relating to annual flows of investment published previously (most recently in the *Board of Trade Journal* of June 30, 1967). The main reason for this is the inclusion of banking and insurance figures in the annual statistics. There may also be changes in the book valuations resulting either from periodical upward revaluations or from the writing-down of certain assets (e.g. goodwill or stocks); similarly, there may be gains or losses as the result as assets being disposed of for more or less than their written-down book values. One important example during the period considered is the loss on British investments in Indonesia.

Classification by country

Companies were asked to provide separate information for each country in which they had direct investments. Separate figures were generally provided for individual branches, subsidiaries and associates, but in some cases figures for those in the same country (or occasionally in the same area) were combined.

In the limited number of instances where investments in subsidiaries or branches in third countries were channelled through holding companies which were themselves overseas subsidiaries, the whole of the investment was generally allocated to the country of the intervening subsidiary.

Investment in the sub-subsidiaries in the United Kingdom of foreign parent companies was similarly attributed to the country of the intervening subsidiary rather than the country of the ultimate parent. To the extent that American and West European investments in the United Kingdom are channelled through holding or operating companies in Switzerland, Panama and Canada, investment by these countries and the areas of which they form part is overstated, and investment by the United States and Western European countries other than Switzerland correspondingly understated

Classification by industry

Firms were asked to describe the kind of business in which their branches, subsidiaries and associates were engaged, and this information provides the basis for the industrial classification of the data. The industrial analysis of outward investment relates to the activities of the overseas concern, and that of inward investment to the business of the United Kingdom branch, subsidiary or associate. Outward investments were coded to one of the following 10 industry groups:

Agriculture.
Mining and quarrying.
Electrical and mechanical engineering.
Vehicle manufacturing, aircraft, shipbuilding and marine engineering.
Other manufacturing industries.
Construction.
Distribution, including servicing.
Shipping.
Tranport and communications.
Other activities.

For inward investments the coding allowed for a rather more detailed breakdown of manufacturing industry. The 'Other activities' group was inflated by the inclusion of a number of firms which described their mixed distributive or manufacturing interests as general or other activities.

Earnings

These are the investing companies' share of profits, together with interest on loan capital and long-term they had advanced, after deducting tax liabilities incurred in the host country.

Rates of return

These are the ratios of earnings to the value of investments, as defined above. Amounts attributable to minority interests, or in respect of loans obtained locally, are excluded from both the numerator and the denominator.

OUTWARD INVESTMENT

Table 1 – Values of direct investment by area and country 1960-1965
(estimates for all firms)

Book values of net assets attributable to the United Kingdom at year-ends in £ million

	1960	1961	1962	1963	1964	1965
OVERSEAS STERLING AREA TOTAL	1,666·5	1,802·1	1,938·6	2,064·9	2,226·2	2,397·5
OVERSEAS STERLING AREA - DEVELOPED COUNTRIES	842·3	903·0	986·1	1,082·8	1,210·6	1,334·7
Australia	431·8	469·0	520·4	573·0	654·5	712·9
Irish Republic	58·9	63·6	67·2	76·6	80·1	93·0
New Zealand	93·3	99·8	108·5	113·8	123·1	137·1
South Africa	258·3	270·6	290·0	319·4	352·9	391·7
OVERSEAS STERLING AREA - DEVELOPING COUNTRIES	824·2	899·1	952·5	982·1	1,015·6	1,062·8
Burma	5·9	5·8	5·8	5·2	4·6	4·0
Libya	3·3	3·6	3·2	3·9	2·4	2·2
Persian Gulf States and Jordan	3·0	3·3	5·5	6·3	6·1	8·2
Commonwealth – Developing countries	812·0	886·4	938·0	966·7	1,002·5	1,048·4
Aden	2·5	2·2	2·5	3·0	2·6	2·7
Ceylon	44·9	46·1	45·9	47·4	47·9	49·8
Hong Kong	15·2	16·9	20·3	23·4	28·1	29·7
India	227·5	243·3	259·7	274·8	288·5	304·0
Malaysia	110·5	119·3	126·7	131·7	138·4	144·0
Pakistan	26·3	28·6	32·5	32·4	36·0	39·5
Singapore	5·0	4·9	6·0	5·4	5·6	5·4
Sterling Area, n.s.d.	7·7	10·1	11·5	13·3	16·3	17·8
Commonwealth West Indies	92·1	99·5	105·6	111·9	138·2	146·0
Jamaica	14·8	16·9	14·9	16·9	19·6	20·4
Trinidad and Tobago	19·2	19·3	22·4	23·7	28·9	29·1
Commonwealth West Indies, n.s.d.	58·1	63·3	68·3	71·3	89·7	96·5
Commonwealth Africa	280·3	315·5	327·3	323·4	300·9	309·5
Malawi	}				8·4	8·4
Rhodesia	78·4	95·1	103·3	97·7	66·1	62·0
Zambia	}				8·0	7·8
East Africa	56·9	59·9	60·5	59·4	59·1	60·5
Kenya	43·8	46·3	47·0	46·2	46·3	43·2
Tanzania	8·0	8·2	7·7	7·3	6·8	9·3
Uganda	5·1	5·4	5·8	5·9	6·0	8·0
West Africa	145·0	160·5	163·5	166·3	159·3	170·8
Gambia	0·9	1·2	1·0	0·8	0·6	0·6
Ghana	47·8	50·2	53·2	49·9	47·9	53·4
Nigeria	88·0	98·6	94·8	99·8	92·4	96·7
Sierra Leone	8·3	10·5	14·5	15·8	18·4	20·1
NON-STERLING AREA TOTAL	1,283·5	1,387·9	1,471·4	1,575·1	1,683·8	1,817·5
NON-STERLING AREA - DEVELOPED COUNTRIES	1,020·7	1,107·3	1,173·9	1,270·2	1,366·6	1,485·3
NORTH AMERICA	719·1	763·3	785·3	821·2	868·2	919·0
Canada	450·7	473·6	484·0	500·1	508·1	531·4
United States of America	268·4	289·7	301·3	321·1	360·1	387·6
WESTERN EUROPE	298·6	340·7	384·6	444·4	493·0	548·9
EFTA	55·4	66·8	82·8	97·2	101·3	114·5
Austria	3·0	3·0	3·3	3·7	4·5	5·0
Denmark	8·2	9·3	11·0	12·4	14·2	17·0
Finland	2·1	2·6	2·9	3·5	3·8	5·3
Norway	6·3	8·3	8·8	10·1	10·4	10·5
Portugal	24·7	25·6	27·2	30·3	31·3	32·9
Sweden	6·1	9·2	10·9	12·4	11·9	17·0
Switzerland	4·8	8·8	18·7	24·8	25·2	26·8
EEC	217·8	246·3	272·9	315·5	355·7	392·2
Belgium and Luxembourg	51·2	53·6	62·1	66·5	64·6	67·7
France	67·9	78·5	84·1	97·1	114·0	117·6
Italy	35·9	38·9	33·8	36·1	38·0	39·8
Netherlands	20·7	23·2	27·9	36·9	43·4	56·3
Western Germany	42·1	52·1	65·0	78·9	95·7	110·8
WESTERN EUROPE - OTHER COUNTRIES	25·4	27·6	28·9	31·7	36·0	42·2
Greece	1·4	2·2	1·2	1·5	1·8	2·5
Spain	20·6	22·6	24·9	27·4	31·4	36·1
Turkey	3·3	2·7	2·5	2·3	2·3	3·0
Europe, n.s.d.	0·1	0·1	0·3	0·5	0·5	0·6
Japan	3·0	3·3	4·0	4·6	5·4	5·9
Unallocated	—	—	—	—	—	11·5
NON-STERLING AREA - DEVELOPING COUNTRIES	262·8	280·6	297·5	304·9	317·2	332·2
SOUTH AND CENTRAL AMERICA	144·1	160·5	171·8	183·5	199·4	212·8
Argentine	34·0	43·3	49·3	53·5	60·5	64·6
Brazil	30·0	34·4	37·2	40·7	42·0	45·1
Chile	3·8	4·5	4·2	4·1	4·3	4·2
Mexico	24·2	26·4	28·0	31·1	35·0	41·0
Venezuela	9·2	9·7	10·2	10·6	11·9	11·8
Other countries, n.s.d.	42·9	42·2	42·9	43·5	45·7	46·1
Israel	2·5	2·5	2·7	2·4	2·6	3·1
Mozambique	8·9	8·9	8·9	9·2	9·4	10·4
Sudan	4·6	4·9	5·4	5·4	6·0	6·1
Thailand	3·3	3·7	3·8	5·5	6·9	7·2
North Africa, n.s.d.	0·6	0·9	1·0	1·1	1·2	1·9
Africa Other, n.s.d.	65·1	67·1	70·8	73·1	75·1	78·2
Far East, n.s.d.	22·1	23·3	28·5	21·7	14·1	6·6
Middle East, n.s.d.	10·9	7·5	3·5	2·1	1·8	2·9
Non-Sterling, n.s.d.	0·7	1·3	1·1	0·9	0·7	1·0
WORLD	2,950·0	3,190·0	3,410·0	3,640·0	3,910·0	4,215·0
Developing Countries	1,087·0	1,179·7	1,250·0	1,287·0	1,332·8	1,395·0
Developed Countries	1,863·0	2,010·3	2,160·0	2,353·0	2,577·2	2,820·0
Commonwealth Total	1,787·8	1,928·8	2,050·9	2,153·6	2,288·2	2,429·8

Detail given in the tables

The detailed tables contain all the information of any significance which can be made public without the risk of disclosing particulars relating to individual businesses.

Symbols

In the tables:

n.s.d. means 'not separately distinguished'. Returns which distinguished areas but not countries are also included.

– means 'nil or negligible' (less than half the final digit shown).

.. means 'not available'.

OUTWARD INVESTMENT

Table 2 – Values of direct investments by area and industry 1960-1965 (estimates for all firms)

Book values of net assets attributable to the United Kingdom at year-ends in £ million

	1960	1961	1962	1963	1964	1965
OVERSEAS STERLING AREA						
Agriculture	278·3	291·1	304·8	319·2	330·3	339·5
Mining	104·0	114·5	132·2	148·4	147·9	156·8
Electrical and mechanical engineering	120·6	123·9	137·3	141·6	172·9	184·6
Other manufacturing	592·3	643·8	711·6	779·7	853·9	925·9
Construction	21·2	21·0	23·4	25·0	26·4	32·3
Distribution	210·2	230·4	226·5	234·2	247·0	280·8
Other activities	339·9	377·4	402·8	416·8	447·8	477·6
Total	1,666·5	1,802·1	1,938·6	2,064·9	2,226·2	2,397·5
NORTH AMERICA						
Manufacturing industries	465·2	479·8	496·1	499·0	523·5	548·6
Distribution	104·8	116·2	115·3	127·9	138·6	156·8
Other activities	149·1	167·3	173·9	194·3	206·1	213·6
Total	719·1	763·3	785·3	821·2	868·2	919·0
SOUTH AND CENTRAL AMERICA						
Manufacturing industries	95·2	104·7	110·6	117·3	126·8	138·1
Other activities	49·9	55·8	61·2	66·2	72·6	74·7
Total	144·1	160·5	171·8	183·5	199·4	212·8
WESTERN EUROPE						
Distribution	80·7	87·6	96·7	116·5	137·2	170·6
Manufacturing industries	159·7	189·1	217·2	240·6	261·8	281·6
Mining	8·5	9·1	8·8	8·9	8·9	9·2
Other activities	49·7	54·9	61·9	78·4	85·1	87·5
Total	298·6	340·7	384·6	444·4	493·0	548·9
TOTAL ALL AREAS						
Agriculture (including plantations)	294·5	308·2	327·7	342·5	354·4	365·0
Mining	197·2	209·1	228·3	255·8	258·4	271·1
Electrical and mechanical engineering	214·4	225·9	239·3	248·2	282·9	296·7
Vehicles, shipbuilding and marine engineering	102·5	98·9	100·4	100·9	96·3	97·3
Other manufacturing	1,133·3	1,236·0	1,355·0	1,452·4	1,581·1	1,709·4
Construction	26·4	26·0	25·9	37·3	41·9	49·6
Distribution	430·6	477·4	488·0	531·6	579·3	671·1
Transport and communications	97·3	106·2	107·9	114·7	128·7	139·5
Other activities	453·8	502·3	537·5	556·6	587·0	615·3
Total	2,950·0	3,190·0	3,410·0	3,640·0	3,910·0	4,215·0

Table 3 – Numbers and values of direct investments by form of organization, by area and country (estimates for all firms)

Book values of net assets attributable to the United Kingdom at end-1965 in £ million

	Large investing companies								Small investing companies		Total	
	Subsidiaries		Branches		Associates		Total					
	Numbers	Values	Numbers	Values	Numbers	Values	Numbers	Values	Numbers	Values	Numbers	Values
OVERSEAS STERLING AREA TOTAL	1,550	1,525·6	640	624·3	633	172·1	2,823	2,322·0	760	75·5	3,583	2,397·5
OVERSEAS STERLING AREA – DEVELOPED COUNTRIES	845	1,001·7	127	203·2	274	94·2	1,246	1,299·1	419	35·6	1,665	1,334·7
Australia	335	552·9	56	102·1	105	42·8	496	697·8	180	15·1	676	712·9
Irish Republic	110	78·5	18	3·0	43	5·6	171	87·1	61	5·9	232	93·0
New Zealand	130	83·1	27	37·0	47	13·0	204	133·1	51	4·0	255	137·1
South Africa	270	287·2	26	61·1	79	32·8	375	381·1	127	10·6	502	391·7
OVERSEAS STERLING AREA – DEVELOPING COUNTRIES	705	523·9	513	421·1	359	77·9	1,577	1,022·9	341	39·9	1,918	1,062·8
Burma	..	..	..	..	..	..	10	4·0	—	—	10	4·0
Libya	..	..	..	..	..	..	..	..	..	..	12	2·2
Persian Gulf States and Jordan	..	..	..	..	..	..	..	..	..	..	25	8·2
Commonwealth – Developing Countries	692	519·8	491	414·1	354	75·3	1,537	1,009·2	334	39·2	1,871	1,048·4
Aden	..	..	..	..	—	—	10	2·7	—	—	10	2·7
Ceylon	22	10·5	45	30·4	11	1·0	78	41·9	54	7·9	132	49·8
Hong Kong	21	15·5	22	12·0	10	1·5	53	29·0	8	0·7	61	29·7
India	99	147·3	100	125·5	111	23·1	310	295·9	71	8·1	381	304·0
Malaysia	41	25·2	95	102·3	40	9·0	176	136·5	52	7·5	228	144·0
Malta	..	..	..	..	..	..	..	..	..	..	18	2·8
Pakistan	40	18·9	28	14·9	27	4·6	95	38·4	10	1·1	105	39·5
Singapore	15	3·7	10	1·1	..	..	..	..	..	..	32	5·4
Sterling Area, n.s.d.	23	6·1	28	5·9	10	2·2	61	14·2	6	0·8	67	15·0
Commonwealth West Indies	81	90·1	43	42·7	30	10·5	154	143·3	28	2·7	182	146·0
Jamaica	14	7·0	8	11·8	7	0·9	29	19·7	8	0·7	37	20·4
Trinidad and Tobago	20	10·4	9	17·2	6	0·7	35	28·3	8	0·8	43	29·1
Commonwealth West Indies, n.s.d.	47	72·7	26	13·7	17	8·9	90	95·3	12	1·2	102	96·5
Commonwealth Africa	343	200·6	107	76·2	105	22·9	555	299·7	100	9·8	655	309·5
Malawi	8	2·4	..	5·2	..	—	21	7·6	6	0·8	27	8·4
Rhodesia	104	43·3	16	10·0	20	6·4	140	59·7	25	2·3	165	62·0
Zambia	41	6·0	..	0·1	..	1·0	51	7·1	6	0·7	57	7·8
East Africa	82	43·9	29	8·4	33	6·9	144	59·2	15	1·3	159	60·5
Kenya	59	29·9	21	6·8	28	5·6	108	42·3	11	0·9	119	43·2
Tanzania	14	6·9	..	1·4	..	..	..	..	..	..	22	9·3
Uganda	9	7·1	..	0·2	..	..	..	..	..	..	18	8·0
West Africa	108	105·0	47	52·5	44	8·6	199	166·1	48	4·7	247	170·8
Gambia	..	..	..	..	—	—	..	..	..	..	5	0·6
Ghana	22	25·4	16	26·0	6	0·6	44	52·0	15	1·4	59	53·4
Nigeria	74	75·5	21	11·2	32	7·2	127	93·9	26	2·8	153	96·7
Sierra Leone	..	..	..	..	6	0·8	..	..	..	..	30	20·1

Table 3 (continued)

	Large investing companies								Small investing companies		Totals	
	Subsidiaries		Branches		Associates		Totals					
	Numbers	Values	Numbers	Values	Numbers	Values	Numbers	Values	Numbers	Values	Numbers	Values
NON-STERLING AREA TOTAL	1,479	1,427·6	289	149·3	571	150·4	2,339	1,727·3	860	90·2	3,199	1,817·5
NON-STERLING AREA - DEVELOPED COUNTRIES	1,263	1,206·3	168	85·2	452	113·1	1,883	1,404·6	780	80·7	2,663	1,485·3
NORTH AMERICA	463	801·9	38	42·4	118	49·6	619	893·9	256	25·1	875	919·0
Canada	278	466·4	19	19·5	64	29·9	361	515·8	152	15·6	513	531·4
United States of America	185	335·5	19	22·9	54	19·7	258	378·1	104	9·5	362	387·6
WESTERN EUROPE	786	393·0	119	39·3	326	61·5	1,231	493·8	521	55·1	1,752	548·9
EFTA	206	77·8	47	18·3	73	8·2	326	104·3	85	10·2	411	114·5
Austria	25	3·9	6	0·2	..	—	..	4·1	..	0·9	37	5·0
Denmark	36	13·7	6	0·1	13	2·1	55	15·9	10	1·1	65	17·0
Finland	10	4·3	..	..	6	..	..	4·8	..	0·5	24	5·3
Norway	14	7·3	..	..	12	..	..	9·9	..	0·6	36	10·5
Portugal	21	14·2	10	..	11	..	42	31·2	12	1·7	54	32·9
Sweden	39	14·4	6	0·2	14	1·1	59	15·7	12	1·3	71	17·0
Switzerland	61	20·0	10	1·5	16	1·2	87	22·7	37	4·1	124	26·8
EEC	541	299·8	56	10·6	203	43·0	800	353·4	387	38·8	1,187	392·2
Belgium and Luxembourg	95	48·3	15	5·3	35	8·8	145	62·4	55	5·3	200	67·7
France	160	89·0	14	2·8	59	14·8	233	106·6	111	11·0	344	117·6
Italy	70	30·2	..	0·8	34	5·6	..	36·6	..	3·2	143	39·8
Netherlands	86	39·2	14	1·1	34	8·5	134	48·8	79	7·5	213	56·3
Western Germany	130	93·1	..	0·6	41	5·3	..	99·0	..	11·8	287	110·8
WESTERN EUROPE - OTHER COUNTRIES	39	15·4	16	10·4	50	10·3	105	36·1	49	6·1	154	42·2
Greece	7	1·5	..	..	..	..	..	2·2	..	0·3	14	2·5
Spain	27	11·0	11	10·2	45	9·7	83	30·9	43	5·2	126	36·1
Turkey	..	2·5	..	..	..	—	..	..	..	..	11	3·0
Europe, n.s.d.	..	0·4	—	—	..	..	..	..	..	..	3	0·6
Japan	11	0·9	10	2·7	..	1·8	..	5·4	..	0·5	30	5·9
Unallocated	..	10·5	..	0·8	..	0·2	6	11·5	—	—	6	11·5
NON-STERLING AREA - DEVELOPING COUNTRIES	216	221·3	121	64·1	119	37·3	456	322·7	80	9·5	536	332·2
SOUTH AND CENTRAL AMERICA	149	146·9	53	42·8	69	18·3	271	208·0	43	4·8	314	212·8
Argentine	37	41·6	15	10·8	17	9·9	69	62·3	19	2·3	88	64·6
Brazil	39	41·4	..	..	16	..	..	44·2	..	0·9	68	45·1
Chile	6	2·1	..	..	..	..	..	..	..	..	18	4·2
Mexico	22	35·4	..	..	11	..	..	..	..	..	35	41·0
Panama	..	..	..	..	..	..	7	..	..	..	..	3·5
Paraguay	..	..	..	..	..	—	..	3·6	—	—	..	3·6
Peru	7	1·0	..	3·3	..	0·9	16	5·2	—	—	16	5·2
Uruguay	..	..	..	1·0	..	..	..	..	..	..	11	1·6
Venezuela	14	11·2	..	..	..	..	..	..	..	..	22	11·8
Other countries, n.s.d.	14	10·9	16	20·5	8	0·3	38	31·7	6	0·5	44	32·2
Israel	12	3·6	..	..	..	..	18	4·3	7	0·8	25	5·1
Mozambique	..	..	..	..	..	..	..	..	..	..	9	10·4
Sudan	9	4·1	..	0·1	..	1·3	..	5·5	..	0·6	20	6·1
Thailand	..	..	10	4·9	..	..	15	7·2	—	—	15	7·2
North Africa, n.s.d.	..	..	..	..	..	..	..	..	..	..	18	1·9
Africa Other, n.s.d.	23	57·5	16	4·4	15	15·7	54	77·6	6	0·6	60	78·2
Far East, n.s.d.	6	4·5	7	0·7	7	0·5	20	5·7	5	0·9	25	6·6
Middle East, n.s.d.	7	1·3	16	0·4	12	0·2	35	1·9	8	1·0	43	2·9
Non-Sterling, n.s.d.	..	0·8	..	0·1	..	..	..	..	..	..	6	1·0
WORLD	3,029	2,953·2	929	773·6	1,204	322·5	5,162	4,049·3	1,620	165·7	6,782	4,215·0
Developing Countries	921	745·2	634	485·2	478	115·2	2,033	1,345·6	421	49·4	2,454	1,395·0
Developed Countries	2,108	2,208·0	295	288·4	726	207·3	3,129	2,703·7	1,199	116·3	4,328	2,820·0
Commonwealth Total	1,435	1,622·2	593	572·7	570	161·0	2,598	2,355·9	717	73·9	3,315	2,429·8

Table 4 – Values of direct investments, by industry, by area and country (estimates for all firms)

Book values of net assets attributable to the United Kingdom at end-1965 in £ million

	Agriculture	Mining	Electrical and mechanical engineering	Vehicles, ship-building and marine engineering	Other manu-facturing	Con-struction	Dis-tribution	Transport and communi-cations	Shipping	Other activities	Total
OVERSEAS STERLING AREA TOTAL	339·5	156·8	184·6	74·4	851·5	32·3	280·8	45·6	76·7	355·9	7,246·4
OVERSEAS STERLING AREA - DEVELOPED COUNTRIES	48·2	75·7	149·3	56·6	569·0	15·5	123·4	7·1	43·3	334·3	5,275·1
Australia	43·7	58·4	97·1	36·4	272·3	8·4	47·5	5·3	13·8	130·0	712·9
Irish Republic	..	..	3·2	1·2	31·6	1·0	18·6	—	..	36·7	93·0
New Zealand	..	..	4·9	2·9	50·5	0·5	14·8	..	22·1	40·0	137·1
South Africa	..	16·8	44·1	16·1	214·6	5·6	42·5	..	7·5	39·7	391·7
OVERSEAS STERLING AREA - DEVELOPING COUNTRIES	291·3	81·1	35·3	17·8	282·5	16·8	157·4	38·5	33·2	108·9	1,062·8
of which:											
Commonwealth - Developing countries	291·1	76·6	35·1	17·6	282·0	15·6	155·6	36·2	33·1	105·5	1,048·4
Ceylon	36·7	—	..	—	7·8	—	2·2	..	..	0·8	49·8
Hong Kong	..	—		6·0		..	13·9	..	..	6·1	29·7
India	79·4	6·9	25·8	9·4	116·0	..	23·7	4·0	..	36·6	304·0
Malaysia	95·6	10·4	..	—	19·8	..	15·0	..	..	1·9	144·0
Pakistan	11·9	—	1·0	..	16·9	0·3	5·3	..	..	0·8	39·5
Singapore	..	—		2·1		—	1·4	—	—	1·5	5·4
Sterling Area, n.s.d.	1·4	0·1	0·5	0·6	8·6	0·6	1·3	4·6	0·4	2·4	20·5
Commonwealth West Indies	37·9	0·1	—	—	27·0	1·4	12·4	14·6	27·1	25·5	146·0
Jamaica	11·0	—	—	—	2·9	—	1·1	3·6	0·1	1·7	20·4

(*Table 4 continues on next page*)

OUTWARD INVESTMENT

Table 4 (continued)

	Agriculture	Mining	Electrical and mechanical engineering	Vehicles, ship-building and marine engineering	Other manu-facturing	Con-struction	Dis-tribution	Transport and communi-cations	Shipping	Other activities	Total
Trinidad and Tobago	15·3	0·1	—	—	5·9	0·1	5·3	0·5	—	1·9	29·1
Commonwealth West Indies, n.s.d.	11·6	—	—	—	18·2	1·3	6·0	10·5	27·0	21·9	96·5
Commonwealth Africa	27·7	59·1	4·5	5·8	30·8	12·0	80·4	7·0	2·3	29·9	309·5
Malawi	5·1	—		0·6		..	1·0	—	—	1·4	8·4
Rhodesia	17·8		2·9	4·1	23·3	1·8	3·1	0·5		8·5	62·0
Zambia	—	..	0·1	—	3·1	..	2·9	—	—	2·0	7·8
East Africa	16·9	1·0	0·6	1·6	20·8	2·2	10·4	0·6	0·3	6·1	60·5
Kenya	9·5	—		17·4		0·8	9·9	0·6		5·0	43·2
Tanzania	2·4	1·0		3·3		1·2	0·1	0·3		1·0	9·3
Uganda	5·0	—		—		..	0·4	—	—	0·1	8·0
West Africa	1·0	44·6	0·9	0·1	33·0	8·4	63·0	6·0	1·9	11·9	170·8
of which: Ghana	25·1			6·8		19·9		—	..	..	53·4
Nigeria	5·6			27·1		7·5	39·0	7·2		10·3	96·7
Sierra Leone	—	14·9	..	—	—	4·5		0·3		..	20·1
NON-STERLING AREA - TOTAL	25·5	114·3	112·1	22·9	857·9	17·3	390·3	93·9	8·6	174·7	1,817·5
NON-STERLING AREA - DEVELOPED COUNTRIES	8·7	97·0	106·5	20·4	715·8	12·8	329·5	33·3	7·8	153·5	1,485·3
NORTH AMERICA	3·8	87·8	71·0	10·1	467·5	5·9	156·8	11·5	2·5	102·1	919·0
Canada	54·1		66·1	..	224·5	4·3	114·2	6·1	..	57·6	531·4
United States of America	37·5		4·9	..	243·0	1·6	42·6	5·4	..	44·5	387·6
WESTERN EUROPE	4·6	9·2	33·3	1·9	246·4	6·8	170·6	21·7	5·4	49·0	548·9
EFTA	1·9		4·2	0·8	44·1	1·4	30·7	16·9	0·3	14·2	114·5
Austria	—	—	—	—	3·3	..	0·9	..	—	..	5·0
Denmark	—	—		8·6		..	5·2	—	..	1·0	17·0
Finland	—	—		4·6		—	0·7	—	—	—	5·3
Norway	—	..		7·6		—	2·2	—	..	..	10·5
Portugal	..	—		8·4		..	4·3	16·7	—	1·2	32·9
Sweden	—	—	..	—	6·4	—	9·6	..	—	0·7	17·0
Switzerland	—	..	..	—	7·1	—	7·8	—	—	10·8	26·8
EEC	3·2		26·0	—0·4	190·5	3·7	133·4	3·4	5·0	27·4	392·2
Belgium and Luxembourg	—	—		10·2		..	48·6	..	0·2	7·5	67·7
France	1·2		10·2	..	54·6	2·4	39·4	0·6	..	6·7	117·6
Italy	—	—	4·2	..	19·7	..	11·3	..	0·1	2·7	39·8
Netherlands	..	—		30·8		..	13·8	0·7	4·0	4·7	56·3
Western Germany	—	—	5·3	1·5	76·0	..	20·3	1·0	..	5·8	110·8
WESTERN EUROPE - OTHER COUNTRIES	0·6	8·1	3·1	1·5	11·8	1·7	6·5	1·4	0·1	7·4	42·2
of which: Spain	7·2			14·2		1·7	6·3	0·5		6·2	36·1
Japan	..	—		4·1		—	1·3	..	..	..	5·9
Unallocated	—	—	—	8·4	—	0·1	0·8	—	—	2·2	11·5
NON-STERLING AREA - DEVELOPING COUNTRIES	16·8	17·3	5·6	2·5	142·1	4·5	60·8	60·6	0·8	21·2	332·2
SOUTH AND CENTRAL AMERICA	5·8	1·5		138·1		3·0	32·7	23·3	0·3	8·1	212·8
Argentine	5·5	—	1·6	—	30·6	1·7	22·4	0·4		2·4	64·6
Brazil	1·8			38·5		..	2·1	..	..	..	45·1
Chile	—	—	—	—	2·2	—	1·5	..	—	..	4·2
Mexico	—	—	1·9	—	37·5	—	1·4	—	—	0·2	41·0
Venezuela	—	—	—	—	11·3	—	0·4	—	—	0·1	11·8
Other countries, n.s.d.	—	—	—	—	14·5	1·2	4·9	20·8	0·1	4·8	46·1
Israel	—	—		2·5		—	0·9		—	1·7	5·1
North Africa, n.s.d.	0·1	—	—	—	0·5	0·7	0·5	0·1	—	—	1·9
Africa Other, n.s.d.	9·8	13·2	—	0·1	1·4	0·2	20·2	36·6	0·5	6·6	88·6
Far East, n.s.d.	1·1	2·5	0·1	—	4·9	—	4·5	0·2	—	0·5	13·8
Middle East, n.s.d.	—	—	0·3	0·2	2·0	0·6	1·3	0·3	—	4·3	9·0
Non-Sterling, n.s.d.	—	0·1	—	—	0·1	—	0·8	—	—	—	1·0
WORLD	365·0	271·1	296·7	97·3	1,709·4	49·6	671·1	139·5	85·3	530·0	4,215·0
Developing Countries	308·1	98·4	40·9	20·3	424·6	21·3	218·2	99·1	34·0	130·1	1,395·0
Developed Countries	56·9	172·7	255·8	77·0	1,284·8	28·3	452·9	40·4	51·3	399·9	2,820·0
Commonwealth Total	339·0	185·9	203·2	60·4	829·3	28·8	332·1	48·0	70·0	333·1	2,429·8

Table 5 – Assets, liabilities, and provisions for depreciation of overseas subsidiaries, by area and country (large investing companies)

Book values of net assets attributable to the United Kingdom at end-1965 in £ million

	Assets				Liabilities				Net assets			Accumulated provisions for depreciation of fixed assets
	Fixed assets after provision for depreciation	Current		Total assets	Long term liabilities overseas and provision for future taxation	Current		Total liabilities	Total	Attributable to outside shareholders	Attributable to UK parent companies	
		Total	of which: amount due from UK parent			Total	of which: amount due to UK parent					
OVERSEAS STERLING AREA – TOTAL	1,179·7	1,593·6	50·5	2,722·8	181·0	1,140·8	362·7	959·1	1,763·7	238·1	1,525·6	509·9
OVERSEAS STERLING AREA – DEVELOPED COUNTRIES	803·2	1,002·0	25·4	1,779·8	145·6	711·0	238·7	617·9	1,161·9	160·2	1,001·7	314·5
Australia	460·3	515·1	8·5	966·9	89·6	364·8	135·9	318·5	648·4	95·5	552·9	163·7
Irish Republic	58·8	93·2	5·8	146·2	8·2	74·0	25·2	57·0	89·2	10·7	78·5	26·4
New Zealand	66·7	72·9	2·5	137·1	6·6	53·2	14·2	45·6	91·5	8·4	83·1	38·3
South Africa	217·4	320·8	8·6	529·6	41·2	219·0	63·4	196·8	332·8	45·6	287·2	86·1
OVERSEAS STERLING AREA – DEVELOPING COUNTRIES	376·5	591·6	25·1	943·0	35·4	429·8	124·0	341·2	601·8	77·9	523·9	195·4
of which:												
Commonwealth – Developing countries	373·7	586·0	24·9	934·8	35·4	426·0	123·5	337·9	596·9	77·1	519·8	192·7
of which:												
Ceylon	7·9	10·3	0·1	18·1	0·7	7·2	1·2	6·7	11·4	0·9	10·5	2·1
Hong Kong	6·2	16·2	1·9	20·5	0·5	7·5	3·3	4·7	15·8	0·3	15·5	2·4
India	106·9	210·0	2·4	314·5	13·1	135·6	16·7	132·0	182·5	35·2	147·3	67·7
Malaysia	24·0	39·6	5·1	58·5	2·0	35·2	9·7	27·5	31·0	5·8	25·2	13·0
Pakistan	15·8	24·0	0·2	39·6	0·4	12·4	2·2	10·6	29·0	10·1	18·9	6·3
Singapore	1·6	3·8	0·1	5·3	0·1	2·8	1·3	1·6	3·7	—	3·7	0·8
Sterling Area, n.s.d.	10·1	12·4	2·4	20·1	0·8	9·8	1·9	8·7	11·4	3·4	9·2	4·0
Commonwealth West Indies	69·7	59·2	5·2	123·7	6·5	41·6	21·4	26·7	97·0	6·9	90·1	21·1
Jamaica	8·6	6·5	0·1	15·0	2·3	5·5	2·3	5·5	9·5	2·5	7·0	3·4
Trinidad and Tobago	6·2	15·2	0·1	21·3	1·1	12·3	3·8	9·6	11·7	1·3	10·4	2·2
Commonwealth West Indies, n.s.d.	54·9	37·5	5·0	87·4	3·1	23·8	15·3	11·6	75·8	3·1	72·7	15·5
Commonwealth Africa	131·5	210·5	7·5	334·5	11·3	173·9	65·8	119·4	215·1	14·5	200·6	75·3
Malawi	1·7	2·8	—	4·5	0·1	2·6	0·8	1·9	2·6	0·2	2·4	1·2
Rhodesia	32·5	48·7	4·7	76·5	4·3	36·3	11·7	28·9	47·6	4·3	43·3	25·3
Zambia	4·2	9·3	0·6	12·9	0·6	9·3	3·3	6·6	6·3	0·3	6·0	1·3
East Africa	26·0	46·8	1·0	71·8	0·9	35·7	11·6	25·0	46·8	2·9	43·9	10·1
Kenya	16·3	35·1	0·5	50·9	0·8	28·3	10·5	18·6	32·3	2·4	29·9	7·3
Tanzania	4·5	6·7	0·5	10·7	0·1	4·0	0·8	3·3	7·4	0·5	6·9	2·1
Uganda	5·2	5·0	—	10·2	—	3·4	0·3	3·1	7·1	—	7·1	0·7
West Africa	67·1	102·9	1·2	168·8	5·4	90·0	38·4	57·0	111·8	6·8	105·0	37·4
of which:												
Ghana	9·3	28·3	0·2	37·4	0·2	15·1	4·1	11·2	26·2	0·8	25·4	9.0
Nigeria	55·9	70·6	0·8	125·7	5·1	72·0	32·9	44·2	81·5	6·0	75·5	26·4
NON-STERLING AREA – TOTAL	1,235·7	1,718·9	86·3	2,868·3	422·3	1,108·6	283·5	1,247·4	1,620·9	193·3	1,427·6	717·7
NON-STERLING AREA – DEVELOPED COUNTRIES	1,077·1	1,518·1	73·4	2,521·8	417·6	975·1	251·4	1,141·3	1,380·5	174·2	1,206·3	665·1
NORTH AMERICA	737·5	967·1	30·3	1,674·3	346·6	496·7	104·6	738·7	935·6	133·7	801·9	481·1
Canada	494·8	526·3	5·6	1,015·5	212·2	292·3	68·8	435·7	579·8	113·4	466·4	357·2
United States of America	242·7	440·8	24·7	658·8	134·4	204·4	35·8	303·0	355·8	20·3	335·5	123·9
WESTERN EUROPE	328·1	525·8	37·9	816·0	70·2	458·9	143·7	385·4	430·6	37·6	393·0	177·6
EFTA	61·0	111·0	23·5	148·5	22·6	103·8	60·1	66·3	82·2	4·4	77·8	32·3
Austria	2·0	5·0	0·1	6·9	0·1	4·2	1·5	2·8	4·1	0·2	3·9	2·4
Denmark	9·7	17·1	0·3	26·5	1·9	17·7	8·1	11·5	15·0	1·3	13·7	3·4
Finland	2·7	5·4	0·2	7·9	0·5	3·9	0·8	3·6	4·3	—	4·3	0·8
Norway	5·3	6·4	0·6	11·1	1·4	7·7	5·3	3·8	7·3	—	7·3	4·6
Portugal	7·8	13·1	0·2	20·7	0·6	9·1	3·5	6·2	14·5	0·3	14·2	7·1
Sweden	9·4	25·3	0·9	33·8	6·3	20·3	9·1	17·5	16·3	1·9	14·4	11·7
Switzerland	24·1	38·7	21·2	41·6	11·8	40·9	31·8	20·9	20·7	0·7	20·0	2·3
EEC	255·8	396·6	14·3	638·1	46·0	343·0	79·8	309·2	328·9	29·1	299·8	140·8
Belgium and Luxembourg	68·3	61·5	1·9	127·9	17·6	62·1	8·0	71·7	56·2	7·9	48·3	25·5
France	71·0	115·0	0·9	185·1	8·1	96·8	21·4	83·5	101·6	12·6	89·0	61·1
Italy	26·0	42·7	0·7	68·0	6·0	37·5	8·6	34·9	33·1	2·9	30·2	12·3
Netherlands	32·3	42·4	6·5	68·2	7·5	43·9	23·6	27·8	40·4	1·2	39·2	11·8
Western Germany	58·2	135·0	4·3	188·9	6·8	102·7	18·2	91·3	97·6	4·5	93·1	30·1
WESTERN EUROPE – OTHER COUNTRIES	11·3	18·2	0·1	29·4	1·6	12·1	3·8	9·9	19·5	4·1	15·4	4·5
Greece	0·9	2·2	—	3·1	0·6	0·6	0·2	1·0	2·1	0·6	1·5	1·1
Spain	8·0	13·5	—	21·5	0·9	8·5	2·3	7·1	14·4	3·4	11·0	3·0
Turkey	2·3	1·9	0·1	4·1	0·1	2·7	1·3	1·5	2·6	0·1	2·5	0·3
Europe, n.a.d.	0·1	0·6	—	0·7	—	0·3	—	0·3	0·4	—	0·4	0·1
Japan	0·8	2·0	—	2·8	0·2	1·9	0·5	1·6	1·2	0·3	0·9	0·6
Unallocated	10·7	23·2	5·2	28·7	0·6	17·6	2·6	15·6	13·1	2·6	10·5	5·8
NON-STERLING AREA – DEVELOPING COUNTRIES	158·6	200·8	12·9	346·5	4·7	133·5	32·1	106·1	240·4	19·1	221·3	52·6
SOUTH AND CENTRAL AMERICA	95·8	137·0	6·1	226·7	3·0	85·0	22·8	65·2	161·5	14·6	146·9	42·6
Argentine	25·9	36·3	0·4	61·8	0·2	30·3	12·1	18·4	43·4	1·8	41·6	6·2
Brazil	30·3	31·7	0·2	61·8	1·0	20·7	5·1	16·6	45·2	3·8	41·4	15·4
Chile	1·7	1·8	—	3·5	0·1	1·0	0·2	0·9	2·6	0·5	2·1	0·4
Mexico	19·2	33·1	—	52·3	0·1	13·2	2·4	10·9	41·4	6·0	35·4	10·7
Peru	1·5	2·0	0·1	3·4	0·9	1·4	0·2	2·1	1·3	0·3	1·0	0·5
Venezuela	5·1	10·8	—	15·9	—	5·5	0·8	4·7	11·2	—	11·2	2·2
Other countries, n.s.d.	12·1	21·3	5·4	28·0	0·7	12·9	2·0	11·6	16·4	2·2	14·2	7·2
Israel	2·0	5·6	0·1	7·5	0·3	3·7	2·5	3·5	4·0	0·4	3·6	0·3
Sudan	2·8	4·9	—	7·7	0·1	4·7	1·6	3·2	4·5	0·4	4·1	1·2
North Africa, n.s.d.	1·0	1·4	—	2·4	—	2·0	0·2	1·8	0·6	—	0·6	0·3
Africa Other, n.s.d.	50·9	36·8	6·0	81·7	1·1	26·3	3·8	23·6	58·1	0·4	57·7	6·2
Far East, n.s.d.	4·6	11·8	0·6	15·8	—	7·5	0·5	7·0	8·8	2·5	6·3	1·3
Middle East, n.s.d.	1·0	2·2	0·1	3·1	0·2	1·3	0·5	1·0	2·1	0·8	1·3	0·3
Non-Sterling, n.s.d.	0·5	1·1	—	1·6	—	1·0	0·2	0·8	0·8	—	0·8	0·4
WORLD	2,415·4	3,312·5	136·8	5,591·1	603·3	2,249·4	646·2	2,206·5	3,384·6	431·4	2,953·2	1,227·6
Developing Countries	535·1	792·4	38·0	1,289·5	40·1	563·3	156·1	447·3	842·2	97·0	745·2	248·0
Developed Countries	1,880·3	2,520·1	98·8	4,301·6	563·2	1,686·1	490·1	1,759·2	2,542·4	334·4	2,208·0	979·6
Commonwealth Total	1,395·5	1,700·3	41·5	3,044·3	343·8	1,136·3	342·4	1,137·7	1,916·6	294·4	1,622·2	751·9

OUTWARD INVESTMENT

Table 6 – Assets, liabilities, and provisions for depreciation of overseas branches, by area and country (large investing companies)

Book values of net assets attributable to the United Kingdom at end – 1965 in £ million

	Assets			Liabilities				
	Fixed assets	Current assets	Total assets	Long term liabilities overseas and provision for future taxation	Current liabilities	Total liabilities	Net assets	Accumulated provisions for depreciation of fixed assets
OVERSEAS STERLING AREA TOTAL	446·0	423·8	869·8	25·6	219·9	245·5	624·3	204·4
OVERSEAS STERLING AREA – DEVELOPED COUNTRIES	109·2	179·1	288·3	3·3	81·8	85·1	203·2	46·5
Australia	48·5	94·0	142·5	2·0	38·4	40·4	102·1	22·0
Irish Republic	1·5	2·2	3·7	0·1	0·6	0·7	3·0	0·5
New Zealand	19·4	44·1	63·5	1·1	25·4	26·5	37·0	11·9
South Africa	39·8	38·8	78·6	0·1	17·4	17·5	61·1	12·1
OVERSEAS STERLING AREA – DEVELOPING COUNTRIES	336·1	244·7	581·5	22·3	138·1	160·4	421·1	157·9
of which:								
Commonwealth – Developing countries	332·7	240·0	572·7	22·3	136·3	158·6	414·1	155·0
of which:								
Ceylon	25·1	15·8	40·9	0·7	9·8	10·5	30·4	8·5
Hong Kong	7·2	12·6	19·8	1·0	6·8	7·8	12·0	3·5
India	101·9	99·3	201·2	8·8	66·9	75·7	125·5	45·6
Malaysia	94·6	31·5	126·1	5·1	18·7	23·8	102·3	38·7
Malta	0·6	0·7	1·3	—	0·1	0·1	1·2	0·8
Pakistan	8·1	13·5	21·6	0·8	5·9	6·7	14·9	2·7
Singapore	0·6	1·1	1·7	—	0·6	0·6	1·1	0·2
Sterling area, n.s.d.	5·6	3·1	8·7	—	0·9	0·9	7·8	4·7
Commonwealth West Indies	28·5	20·3	48·8	0·8	5·3	6·1	42·7	12·1
Jamaica	9·4	4·0	13·4	0·4	1·2	1·6	11·8	5·1
Trinidad and Tobago	10·4	9·0	19·4	0·2	2·0	2·2	17·2	4·8
Commonwealth West Indies, n.s.d.	8·7	7·3	16·0	0·2	2·1	2·3	13·7	2·2
Commonwealth Africa	60·5	42·1	102·6	5·1	21·3	26·4	76·2	38·2
Malawi	4·5	1·1	5·6	—	0·4	0·4	5·2	3·0
Rhodesia	6·8	4·3	11·1	—	1·1	1·1	10·0	3·2
Zambia	—	0·1	0·1	—	—	—	0·1	—
East Africa	4·8	7·2	12·0	0·1	3·5	3·6	8·4	2·6
Kenya	3·9	6·4	10·3	0·1	3·4	3·5	6·8	2·0
Tanzania	0·8	0·7	1·5	—	0·1	0·1	1·4	0·5
Uganda	0·1	0·1	0·2	—	—	—	0·2	0·1
West Africa	44·4	29·4	73·8	5·0	16·3	21·3	52·5	29·4
of which:								
Ghana	22·8	12·2	35·0	2·2	6·8	9·0	26·0	11·5
Nigeria	6·6	10·8	17·8	1·1	5·1	6·2	11·2	10·0
NON-STERLING AREA TOTAL	86·8	133·2	220·0	9·7	61·0	70·7	149·3	38·1
NON-STERLING AREA – DEVELOPED COUNTRIES	39·2	85·1	124·3	5·9	33·2	39·1	85·2	21·4
NORTH AMERICA	6·6	53·5	60·1	0·2	17·5	17·7	42·4	5·3
Canada	1·6	30·2	31·8	0·1	12·2	12·3	19·5	1·2
United States of America	5·0	23·3	28·3	0·1	5·3	5·4	22·9	4·1
WESTERN EUROPE	31·4	24·7	56·1	5·2	11·6	16·8	39·3	15·1
EFTA	19·8	5·8	25·6	4·4	2·9	7·3	18·3	7·2
of which:								
Austria	—	0·3	0·3	—	0·1	0·1	0·2	—
Denmark	—	0·2	0·2	—	0·1	0·1	0·1	—
Sweden	0·2	0·2	0·4	—	0·2	0·2	0·2	—
Switzerland	0·2	1·4	1·6	—	0·1	0·1	1·5	0·2
EEC	4·8	12·5	17·3	0·8	5·9	6·7	10·6	2·1
Belgium and Luxembourg	2·3	5·8	8·1	0·3	2·5	2·8	5·3	1·0
France	1·1	3·5	4·6	—	1·8	1·8	2·8	0·4
Italy	0·1	0·7	0·8	—	—	—	0·8	0·2
Netherlands	1·2	1·6	2·8	0·5	1·2	1·7	1·1	0·3
Western Germany	0·1	0·9	1·0	—	0·4	0·4	0·6	0·2
WESTERN EUROPE – OTHER COUNTRIES	6·8	6·4	13·2	—	2·8	2·8	10·4	5·8
of which:								
Spain	6·7	6·3	13·0	—	2·8	2·8	10·2	5·6
Japan	0·6	6·7	7·3	0·5	4·1	4·6	2·7	0·4
Unallocated	0·6	0·2	0·8	—	—	—	0·8	0·6
NON-STERLING AREA – DEVELOPING COUNTRIES	47·6	48·1	95·7	3·8	27·8	31·6	64·1	16·7
SOUTH AND CENTRAL AMERICA	29·9	28·1	58·0	—	15·2	15·2	42·8	11·4
Argentine	6·2	12·2	18·4	—	7·6	7·6	10·8	4·5
Peru	0·8	4·8	5·6	—	2·3	2·3	3·3	0·3
Uruguay	0·9	0·4	1·3	—	0·3	0·3	1·0	1·3
Other countries, n.s.d.	22·0	10·7	32·7	—	5·0	5·0	27·7	5·3
Thailand	1·9	5·6	7·5	0·2	2·4	2·6	4·9	1·7
North Africa, n.s.d.	0·3	1·2	1·5	—	0·6	0·6	0·9	0·3
Africa Other, n.s.d.	14·8	11·7	26·5	3·6	8·8	12·4	14·1	3·0
Far East, n.s.d.	0·4	0·5	0·9	—	0·2	0·2	0·7	0·2
Middle East, n.s.d.	0·3	0·9	1·2	—	0·6	0·6	0·6	—
Non-Sterling, n.s.d.	—	0·1	0·1	—	—	—	0·1	0·1
WORLD	532·8	557·0	1,089·8	35·3	280·9	316·2	773·6	242·5
Developing Countries	384·4	292·8	677·2	26·1	165·9	192·0	485·2	174·6
Developed Countries	148·4	264·2	412·6	9·2	115·0	124·2	288·4	67·9
Commonwealth Total	402·2	408·3	810·5	25·5	212·3	237·8	572·7	190·1

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Table 7 – Values of direct investments by period of establishment by area and country (large investing companies)

Book values of net assets attributable to the United Kingdom at end-1965 in £ million

	Branches			Subsidiaries			Associates			Totals			
	Before 1946	1946-1955	1956-1965	Before 1946	1946-1955	1956-1965	Before 1946	1946-1955	1956-1965	Before 1946	1946-1955	1956-1965	Total
OVERSEAS STERLING AREA TOTAL	560·0	31·0	33·3	907·6	303·0	315·0	57·1	63·0	52·0	1,524·7	397·0	400·3	2,322·0
OVERSEAS STERLING AREA – DEVELOPED COUNTRIES	178·5	12·9	11·8	625·4	182·5	193·8	28·7	37·5	28·0	832·6	232·9	233·6	1,299·1
Australia	87·8	5·4	8·9	347·4	86·4	119·1	18·7	8·2	15·9	453·9	100·0	143·9	697·8
Irish Republic	2·4	0·2	0·4	51·3	13·3	13·9	1·6	2·3	1·7	55·3	15·8	16·0	87·1
New Zealand	34·4	0·4	2·2	56·5	15·1	11·5	0·6	7·0	5·4	91·5	22·5	19·1	133·1
South Africa	53·9	6·9	0·3	170·2	67·7	49·3	7·8	20·0	5·0	231·9	94·6	54·6	381·1
OVERSEAS STERLING AREA – DEVELOPING COUNTRIES	381·5	18·1	21·5	282·2	120·5	121·2	28·4	25·5	24·0	692·1	164·1	166·7	1,022·9
Burma	..	..	—	..	..	..	..	..	..	3·5	0·4	0·1	4·0
Libya	..	—	..	—	.	—	—	..	—	0·2	1·0	0·7	1·9
Persian Gulf States and Jordan	..	..	..	..	..	..	..	..	..	4·6	0·5	2·7	7·8
Commonwealth – Developing countries	378·0	17·6	18·5	279·5	119·3	121·0	26·3	25·3	23·7	683·8	162·2	163·2	1,009·2
of which:													
Aden	—	.	.	—	.	—	—	.	—	1·3	1·2	0·2	2·7
Ceylon	30·2	0·2	—	8·6	1·1	0·8	0·6	0·3	0·1	39·4	1·6	0·9	41·9
Hong Kong	5·7	2·6	3·7	8·4	5·6	1·5	0·9	0·5	0·1	15·0	8·7	5·3	29·0
India	114·9	3·7	6·9	117·4	11·6	18·3	9·3	6·1	7·7	241·6	21·4	32·9	295·9
Malaysia	99·3	1·2	1·8	16·4	4·9	3·9	5·3	1·6	2·1	121·0	7·7	7·8	136·5
Malta	.	.	—	.	—	—	.	—	—	1·2	0·4	0·7	2·3
Pakistan	13·8	0·7	0·4	3·0	15·1	0·8	0·2	0·7	3·7	17·0	16·5	4·9	38·4
Singapore	..	.	—	1·0	1·9	0·8	.	.	—	1·7	2·8	0·8	5·3
Sterling Area, n.s.d.	4·8	0·7	0·4	1·4	1·4	3·3	0·9	1·3	—	7·1	3·4	3·7	14·2
Commonwealth West Indies	41·2	0·1	1·4	8·7	28·4	53·0	2·0	1·7	6·8	51·9	30·2	61·2	143·3
Jamaica	11·3	—	0·5	3·2	2·3	1·5	—	0·6	0·3	14·5	2·9	2·3	19·7
Trinidad and Tobago	17·1	0·1	—	2·9	.	4·6	0·6	.	—	20·6	3·1	4·6	28·3
Commonwealth West Indies, n.s.d.	12·8	—	0·9	2·6	23·2	46·9	1·4	1·0	6·5	16·8	24·2	54·3	95·3
Commonwealth Africa	65·3	7·2	3·7	114·2	48·5	37·9	7·1	12·6	3·2	186·6	68·3	44·8	299·7
Malawi	4·8	0·1	0·3	0·7	1·7	—	—	—	—	5·5	1·8	0·3	7·6
Rhodesia	6·2	3·7	0·1	14·1	16·6	12·6	3·3	2·5	0·6	23·6	22·8	13·3	59·7
Zambia	—	0·1	—	1·8	2·8	1·4	0·4	0·6	—	2·2	3·5	1·4	7·1
East Africa	5·1	2·3	1·0	29·7	9·4	4·8	0·8	5·6	0·5	35·6	17·3	6·3	59·2
Kenya	4·3	2·1	0·4	17·3	8·5	4·1	0·7	4·5	0·4	22·3	15·1	4·9	42·3
Tanzania	.	..	..	5·6	0·8	0·5	..	..	..	6·4	1·7	1·1	9·2
Uganda	..	..	..	6·8	0·1	0·2	..	..	..	6·9	0·5	0·3	7·7
West Africa	49·2	1·0	2·3	67·9	18·0	19·1	2·6	3·9	2·1	119·7	22·9	23·5	166·1
Gambia	..	—	—	..	..	..	..	..	..	0·5	—	—	0·5
Ghana	25·6	—0·1	0·5	20·3	1·4	3·7	0·1	0·5	—	46·0	1·8	4·2	52·0
Nigeria	8·3	1·1	1·8	44·1	16·5	14·9	2·2	3·4	1·6	54·6	21·0	18·3	93·9
Sierra Leone	..	—	—	.	..	..	..	..	..	18·6	0·1	1·0	19·7
NON-STERLING AREA TOTAL	122·9	16·3	10·1	878·3	311·0	238·3	49·4	30·0	71·0	1,050·6	357·3	319·4	1,727·3
NON-STERLING AREA – DEVELOPED COUNTRIES	68·7	9·4	7·1	693·9	298·6	213·8	33·5	24·1	55·5	796·1	332·1	276·4	1,404·6
NORTH AMERICA	38·1	2·9	1·4	462·8	236·9	102·2	11·6	15·6	22·4	512·5	255·4	126·0	893·9
Canada	18·2	0·9	0·4	227·4	167·5	71·5	3·1	13·6	13·2	248·7	182·0	85·1	515·8
United States of America	19·9	2·0	1·0	235·4	69·4	30·7	8·5	2·0	9·2	263·8	73·4	40·9	378·1
WESTERN EUROPE	29·8	5·7	3·8	228·3	53·4	111·3	20·5	8·3	32·7	278·6	67·4	147·8	493·8
EFTA	16·2	1·9	0·2	29·5	10·1	38·2	3·1	1·4	3·7	48·8	13·4	42·1	104·3
Austria	0·1	0·1	—	1·2	0·9	1·8	—	—	—	1·3	1·0	1·8	4·1
Denmark	—	—	0·1	5·4	4·2	4·1	1·0	0·1	1·0	6·4	4·3	5·2	15·9
Finland	..	..	..	1·6	.	1·6	..	..	.	2·0	1·1	1·7	4·8
Norway	..	..	..	2·4	.	4·2	..	..	.	4·5	0·8	4·6	9·9
Portugal	.	.	.	8·6	1·7	3·9	.	.	.	23·8	3·0	4·4	31·2
Sweden	—	0·1	0·1	5·1	0·6	8·7	0·1	0·3	0·7	5·2	1·0	9·5	15·7
Switzerland	0·3	1·2	—	5·2	0·9	13·9	0·1	0·1	1·0	5·6	2·2	14·9	22·7
EEC	8·2	2·2	0·2	187·4	41·9	70·5	12·1	6·4	24·5	207·7	50·5	95·2	353·4
Belgium and Luxembourg	5·0	0·3	—	42·6	3·2	2·5	6·2	0·6	2·0	53·8	4·1	4·5	62·4
France	2·6	0·3	—0·1	47·1	14·3	27·6	1·7	3·5	9·6	51·4	18·1	37·1	106·6
Italy	—	0·6	0·2	13·6	3·9	12·7	—	0·3	5·3	13·6	4·8	18·2	36·6
Netherlands	0·6	0·2	0·3	24·8	2·1	12·3	2·1	0·6	5·8	27·5	2·9	18·4	48·8
Western Germany	—	0·8	—0·2	59·3	18·4	15·4	2·1	1·4	1·8	61·4	20·6	17·0	99·0
WESTERN EUROPE – OTHER COUNTRIES	5·4	1·6	3·4	11·4	1·4	2·6	5·3	0·5	4·5	22·1	3·5	10·5	36·1
Greece	—	.	—	.	—	.	..	..	..	1·2	0·2	0·8	2·2
Spain	5·4	1·4	3·4	..	.	2·3	..	..	3·9	19·0	2·3	9·6	30·9
Turkey	—	—	—	..	..	—	—	..	—	1·9	0·6	—	2·5
Europe, n.s.d.	—	—	—	—	..	..	—	..	..	—	0·4	0·1	0·5
Japan	..	..	1·9	.	..	0·3	1·4	—	0·4	2·7	0·1	2·6	5·4
Unallocated	.	..	—	.	.	—	—	0·2	—	2·5	9·0	—	11·5
NON-STERLING AREA – DEVELOPING COUNTRIES	54·2	6·9	3·0	184·4	12·4	24·5	15·9	5·9	15·5	254·5	25·2	43·0	322·7
SOUTH AND CENTRAL AMERICA	38·6	1·7	2·5	115·9	7·1	23·9	10·5	—0·1	7·9	165·0	8·7	34·3	208·0
Argentine	8·8	0·8	1·2	35·7	0·7	5·2	7·0	0·1	2·8	51·5	1·6	9·2	62·3
Brazil	..	..	..	34·6	1·4	5·4	..	..	..	36·9	1·5	5·8	44·2
Chile	..	—	—	..	—	.	..	—	..	2·7	—	1·2	3·9
Mexico	..	..	..	30·7	1·4	3·3	..	..	..	30·8	3·0	7·0	40·8
Panama	..	—	—	..	..	..	..	..	..	—2·6	—0·7	6·7	3·4
Paraguay	..	—	—	..	—	—	..	—	—	3·6	—	—	3·6
Peru	2·3	—	1·0	0·5	—	0·5	0·5	0·1	0·3	3·3	0·1	1·8	5·2
Uruguay	..	—	—	..	—	..	—	—	..	1·2	—	0·2	1·4
Venezuela	..	—	..	..	..	..	..	—	..	9·1	1·2	1·2	11·5
Other countries, n.s.d.	20·2	—	0·3	8·3	2·0	0·6	—	—	0·3	28·5	2·0	1·2	31·7
Israel	—	—	..	..	..	3·0	..	..	..	0·5	0·6	3·2	4·3
Sudan	..	—	—	..	..	—	..	..	—	2·7	2·8	—	5·5
Thailand	4·4	0·5	—	..	..	..	..	..	..	6·1	0·9	0·2	7·2
North Africa, n.s.d.	.	.	.	.	.	.	.	.	.	0·2	1·0	0·4	1·6
Africa Other, n.s.d.	10·1	3·9	0·1	59·4	1·5	—3·2	4·6	4·2	7·0	74·1	9·6	3·9	87·6
Far East, n.s.d.	0·7	—	—	4·1	0·4	—	0·2	—	0·3	5·0	0·4	0·3	5·7
Middle East, n.s.d.	—	0·3	0·1	0·2	0·9	0·2	—	—	0·2	0·2	1·2	0·5	1·9
Non-Sterling, n.s.d.	0·1	—	—	0·6	—	0·2	—	—	—	0·7	—	0·2	0·9
WORLD	682·9	47·3	43·4	1,785·9	614·0	553·3	106·5	93·0	123·0	2,575·3	754·3	719·7	4,049·3
(numbers)	(576)	(195)	(158)	(886)	(828)	(1,315)	(295)	(337)	(572)	(1,757)	(1,360)	(2,045)	(5,162)*
Developing Countries	435·7	25·0	24·5	466·6	132·9	145·7	44·3	31·4	39·5	946·6	189·3	209·7	1,345·6
Developed Countries	247·2	22·3	18·9	1,319·3	481·1	407·6	62·2	61·6	83·5	1,628·7	565·0	510·0	2,703·7
Commonwealth Total	518·4	24·3	30·0	910·8	388·3	323·1	48·7	54·1	58·2	1,477·9	466·7	411·3	2,355·9

*For small investing companies, the numbers were:

Before 1946	1946-1955	1956-1965	Total
356	504	760	1620

OUTWARD INVESTMENT

Table 8 - Number and values of direct investments by percentage of United Kingdom ownership, by area (large investing companies)

Book values of net assets attributable to the United Kingdom at end-1965 in £ million

	Subsidiaries and associates										Branches		Total	
	Under 50%		50-74%		75-99%		100%		Total		100%			
	Numbers	Values	Numbers	Values	Numbers	Values	Numbers	Values	Numbers	Values	Numbers	Values	Numbers	Values
OVERSEAS STERLING AREA	667	189·5	151	240·4	272	536·8	1,093	731·0	2,183	1,697·7	640	624·3	2,823	2,322·0
Developed countries	290	98·0	75	177·8	149	338·1	605	482·0	1,119	1,095·9	127	203·2	1,246	1,299·1
Developing countries	377	91·5	76	62·6	123	198·7	488	249·0	1,064	601·8	513	421·1	1,577	1,022·9
NON-STERLING AREA	593	166·3	113	208·8	217	457·6	1,127	745·9	2,050	1,578·0	289	149·3	2,339	1,727·3
Developed countries	471	127·9	90	198·6	179	347·5	975	645·4	1,715	1,319·4	168	85·2	1,883	1,404·6
Developing countries	122	38·4	23	10·2	38	109·5	152	100·5	335	258·6	121	64·1	456	322·7
WORLD	1,260 (a)	355·8(b)	264	449·2	489	993·8	2,220	1,476·9	4,233	3,275·7	929	773·6	5,162	4,049·3

(a) 1,204 associates and 56 subsidiaries.
(b) 322·5 for associates and 33·3 for subsidiaries.

Table 9 - Values of direct investments by percentage of United Kingdom ownership, by industry (large investing companies)

Book values of net assets attributable to the United Kingdom at end-1965 in £ million

	Agriculture	Mining	Electrical and mechanical engineering	Vehicles, ship-building and marine engineering	Other manu-facturing	Con-struction	Dis-tribution	Transport and communi-cations	Shipping	Other activities	Total
Subsidiaries and associates:											
Under 50 per cent owned:											
Numbers	46	29	134	27	450	37	270	30	43	194	1,260
Values	10·6	25·9	28·5	6·4	166·7	8·3	44·9	9·0	13·2	42·3	355·8
50-74 per cent owned:											
Numbers	10		30	138		48		12		26	264
Values	1·2	51·6	71·2	15·0	242·9	3·2	28·8	4·2	0·1	31·0	449·2
75-99 per cent owned:											
Numbers	14		42	8	216	104		30		75	489
Values	17·5	58·2	52·3	20·2	521·4	4·8	141·6	39·4	23·9	114·5	993·8
100 per cent owned:											
Numbers	29	14	231	41	607	58	824	31	54	331	2,220
Values	48·1	44·0	124·6	47·7	657·3	13·0	328·3	12·9	34·6	166·4	1,476·9
Total:											
Numbers	84	58	437	1,487		105	1,236	88	112	626	4,233
Values	77·4	179·7	276·6	89·3	1,588·3	29·3	543·6	65·5	71·8	354·2	3,275·7
Branches:											
Numbers	195	49	26	100		77	261	102	29	90	929
Values	247·7	91·7	7·8	5·7	83·8	15·2	96·7	75·6	11·7	137·7	773·6
Total:											
Numbers	279	107	463	84	1,503	182	1,497	190	141	716	5,162
Values	325·1	271·4	284·4	95·0	1,672·1	44·5	640·3	141·1	83·5	491·9	4,049·3

Table 10 - Values of direct investments by industry and period of establishment (large investing companies)

Book values of net assets attributable to the United Kingdom at end-1965 in £ million

	Agriculture	Mining	Electrical and mechanical engineering	Vehicles, ship-building and marine engineering	Other manu-facturing	Con-struction	Dis-tribution	Transport and communi-cations	Shipping	Other activities	Total
Before 1946:											
Subsidiaries:											
Numbers	22	15	77	8	354	11	258	14	34	93	886
Net assets	52·2	113·4	101·9	35·5	995·8	6·6	300·4	43·6	24·5	112·0	1,785·9
Branches:											
Numbers	181	44		65		136		77	12	61	576
Net assets	238·2	85·4		77·9		75·3		70·2	8·6	127·3	682·9
Associates:											
Numbers	29	15		117		79		9	15	31	295
Net assets	4·8	13·8		62·5		18·2		1·1	0·4	5·7	106·5
Total:											
Numbers	232	74	115	10	496	18	466	100	61	185	1,757
Net assets	295·2	212·6	112·9	36·5	1,124·2	7·7	392·8	114·9	33·5	245·0	2,575·3
1946-1955:											
Subsidiaries:											
Numbers	18		91	15	255	20	219	24	8	108	828
Net assets	33·5		90·9	27·9	239·0	9·1	126·4	10·2	5·7	71·3	614·0
Branches:											
Numbers	10			29		102		17	17	20	195
Net assets	8·0			5·1		17·4		5·0	3·1	8·7	47·3

Table 10 (continued)

	Agriculture	Mining	Electrical and mechanical engineering	Vehicles, ship-building and marine engineering	Other manu-facturing	Con-struction	Dis-tribution	Transport and communi-cations	Shipping	Other activities	Total
Associates:											
Numbers	10	7		156			93	11	16	44	337
Net assets	3·1	4·9		52·5			17·5	3·0	5·7	6·3	93·0
Total:											
Numbers	26	19	126	18	402	61	443	52	41	172	1,360
Net assets	18·9	30·6	101·9	28·6	284·9	22·0	148·4	18·2	14·5	86·3	754·3
1956-1965:											
Subsidiaries:											
Numbers	14		139	31	369	38	429	21	27	247	1,315
Net assets	22·9		58·2	19·6	205·8	5·3	73·2	3·0	28·4	136·9	553·3
Branches:											
Numbers	9		10	22		52	48	8	—	9	158
Net assets	7·8		3·1	11·2		7·2	12·0	0·4	—	1·7	43·4
Associates:											
Numbers	6	6	73	239		13	111	9	12	103	572
Net assets	2·7	5·8	8·3	56·3		2·3	13·9	4·6	7·1	22·0	123·0
Total:											
Numbers	21	14	222	56	605	103	588	38	39	359	2,045
Net assets	11·0	28·2	69·6	29·9	263·0	14·8	99·1	8·0	35·5	160·6	719·7
All periods:											
Subsidiaries:											
Numbers	39	30	307	54	978	69	976	59	69	448	3,029
Net assets	66·8	155·2	251·0	83·0	1,440·6	21·0	500·0	56·8	58·6	320·2	2,953·2
Branches:											
Numbers	195	49	26	..	..	77	261	102	29	90	929
Net assets	247·7	91·7	7·8	5·7	83·8	15·2	96·7	75·6	11·7	137·7	773·6
Associates:											
Numbers	45	28	130	..	..	36	260	29	43	178	1,204
Net assets	10·6	24·5	25·6	6·3	147·7	8·3	43·6	8·7	13·2	34·0	322·5
Total:											
Numbers	279	107	463	84	1,503	182	1,497	190	141	716	5,162
Net assets	325·1	271·4	284·4	95·0	1,672·1	44·5	640·3	141·1	83·5	491·9	4,049·3

Table 11 – Values of direct investments by industry and size by area (large investing companies)

Book values of net assets attributable to the United Kingdom at end-1965 in £ million

Size range	Agriculture	Mining	Electrical and mechanical engineering	Vehicles ship-building and marine engineering	Other manu-facturing	Con-struction	Dis-tribution	Transport and communi-cations	Shipping	Other activities	Total
OVERSEAS STERLING AREA	308·4	157·5	178·2	73·5	838·8	30·1	271·7	46·7	75·9	341·2	2,322·0
Developed countries	47·6	75·0	146·3	56·5	554·9	15·0	115·4	7·2	43·2	238·0	1,299·1
Over £5 million	30·0	66·9	45·2	44·8	302·4	—	22·8	—	22·5	159·4	694·0
£1 million-£5 million	14·0	7·0	72·7	10·0	171·8	11·6	42·3	5·9	13·5	44·6	386·0
£½ million-£1 million	3·0	1·0	13·3		42·6		22·4	—	3·8	16·0	108·5
£¼ million-½ million			10·5	1·3	28·1	1·7	15·0	—	1·6	10·9	70·1
under £¼ million	0·6	0·1	4·6	0·4	12·9	1·7	13·1	1·3	1·8	7·1	45·8
Negative value	—	—	—	—2·9		—0·2	—	—	—		—5·3
Developing countries	260·8	82·5	31·9	17·0	283·9	15·1	156·3	39·5	32·7	103·2	1,022·9
over £5 million	67·4	40·6	—	14·1	122·1	—	60·9	—	27·7	43·2	354·1
£1 million-£5 million	125·8	32·4	17·2		102·4	6·3	41·4	26·5		33·1	407·0
£½ million-£1 million	43·4	4·3	5·7	2·2	28·4	2·9	19·3	5·4	3·6	14·2	125·8
£¼ million-£½ million	18·7	3·7	4·6		18·3	3·3	14·7	3·5		7·0	77·4
under £¼ million	5·5	1·5	4·6	0·7	12·7	3·7	20·9	4·1	1·4	7·1	62·2
Negative value	—	—	—0·2	—	—	—1·1	—0·9	—	—	—1·4	—3·6
NON-STERLING AREA	16·7	113·9	106·2	21·5	833·3	14·4	368·6	94·4	7·6	150·7	1,727·3
Developed countries	8·0	96·7	100·7	19·2	698·3	9·9	300·4	32·2	7·0	132·2	1,404·6
over £5 million	5·1	81·7	53·6	25·2	414·9	—	134·0	27·1	3·8	20·7	728·4
£1 million-£5 million		13·3	21·6		196·3	2·2	74·4			76·6	422·1
£½ million-£1 million	2·0	—	8·7	2·3	45·9	3·7	30·0	1·4	1·5	15·0	110·5
£¼ million-£½ million	0·9	0·9	6·0	—8·3	29·8	2·0	33·9	1·1	0·6	9·1	84·4
under £¼ million		0·8	10·9		21·4	2·0	29·0	2·6	1·1	11·1	79·9
Negative value	—	—	—0·1		—10·0	—	—0·9	—		—0·3	—20·7
Developing countries	8·7	17·2	5·5	2·3	135·0	4·5	68·2	62·2	0·6	18·5	322·7
over £5 million	5·3	15·0	—	—	71·5	—	44·5	59·0	—	—	180·7
£1 million-£5 million	1·9		3·6	1·8	41·8	3·0	8·5		—	7·5	78·7
£½ million-£1 million		2·2			7·8		5·6		0·6	5·2	26·4
£¼ million-£½ million	1·5	—	0·8	—	6·7	0·7	4·0	1·9		4·4	18·2
under £¼ million		—	1·1	0·5	7·2	0·9	5·7	1·3	—	1·4	18·9
Negative value	—	—	—	—	—	—0·1	—0·1	—	—	—	—0·2
WORLD	325·1	271·4	284·4	95·0	1,672·1	44·5	640·3	141·1	83·5	491·9	4,049·3
over £5 million	102·7	194·3	98·8	59·7	910·9	—	262·2	69·1	36·2	223·3	1,957·2
£1 million-£5 million	146·0	62·6	113·0	30·4	512·3	20·4	166·6	49·4	31·3	161·8	1,293·8
£½ million-£1 million	48·5	7·2	29·8	9·6	124·7	9·3	77·3	8·4	6·0	50·4	371·2
£¼ million-£½ million	20·8	4·9	21·9	2·3	82·9	7·7	67·6	4·9	5·7	31·4	250·1
under £¼ million	7·1	2·4	20·9	—7·0	54·2	8·4	68·7	9·3	4·4	27·0	206·8
Negative value	—	—			—12·9	—1·3	—2·1	—	—0·1	—2·0	—29·8

Table 12 – Average rates of return* on direct investments by area and country 1960-1965 (estimates for all firms)

Percentages

	1960	1961	1962	1963	1964	1965
OVERSEAS STERLING AREA TOTAL	9·6	8·4	8·7	9·0	9·6	9·1
OVERSEAS STERLING AREA – DEVELOPED COUNTRIES	8·5	7·2	8·4	8·6	9·6	9·1
Australia	7·3	5·0	6·1	6·6	7·0	7·7
Irish Republic	11·4	13·7	13·5	12·0	9·9	9·8
New Zealand	7·4	4·2	6·3	4·8	8·1	7·5
South Africa	10·3	10·4	12·1	12·9	14·8	12·1

(Continued on next page)

OUTWARD INVESTMENT
Table 12 (continued)

	1960	1961	1962	1963	1964	1965
OVERSEAS STERLING AREA - DEVELOPING COUNTRIES	10·8	9·7	9·1	9·4	9·7	9·0
of which:						
Commonwealth - Developing countries	10·8	9·8	9·2	9·2	9·7	9·0
of which:						
Ceylon	6·7	5·6	4·4	5·5	3·3	5·2
Hong Kong	22·4	20·7	20·7	13·7	14·6	21·5
India	8·4	8·3	8·4	6·7	6·9	7·6
Malaysia	17·8	17·1	14·8	15·3	15·8	14·5
Pakistan	8·0	8·0	10·2	6·8	9·4	8·4
Singapore	30·0	32·7	26·7	..	..	14·8
Commonwealth West Indies	3·7	3·8	3·9	6·1	5·6	5·4
Jamaica	6·8	5·9	—1·3	11·2	9·7	4·9
Trinidad and Tobago	5·7	6·7	4·9	8·4	7·6	5·2
Commonwealth West Indies, n.s.d.	2·2	2·4	4·7	4·1	4·0	5·6
Commonwealth Africa	11·0	9·2	7·9	9·5	12·1	8·5
Malawi	}					{
Rhodesia	} 15·1	11·7	10·3	13·3	17·3	{ 11·0
Zambia	}					{ 7·7
East Africa	5·4	5·0	6·9	6·9	6·4	{ 7·6
Kenya	6·2	5·2	7·7	8·2	7·6	8·6
Tanzania	3·8	3·7	3·9	2·7	4·4	6·5
Uganda	2·0	..	5·2	1·7	—	3·8
West Africa	11·0	9·3	6·9	8·1	11·6	8·1
Ghana	15·5	15·3	11·1	8·0	14·4	9·4
Nigeria	6·9	4·1	1·5	5·0	6·8	6·3
Sierra Leone	28·9	30·5	26·9	28·5	28·3	13·9
NON-STERLING AREA TOTAL	6·3	6·0	6·2	6·9	6·9	7·4
NON-STERLING AREA - DEVELOPED COUNTRIES	5·8	5·9	6·0	7·0	7·0	7·2
NORTH AMERICA	5·2	5·0	5·6	7·3	8·0	8·5
Canada	4·3	4·0	4·6	5·1	6·1	6·4
United States of America	6·8	6·6	7·2	10·6	10·8	11·5
WESTERN EUROPE	7·3	8·0	6·9	6·6	5·0	5·1
EFTA	9·9	8·5	5·1	6·0	8·8	6·6
of which:						
Denmark	4·9	4·3	2·7	0·8	2·8	—0·6
Portugal	8·5	9·4	7·4	8·3	8·6	6·1
Switzerland	20·8	15·9	5·3	7·7	9·9	11·9
EEC	6·8	8·0	7·1	6·7	3·9	4·6
Belgium and Luxembourg	1·2	2·4	5·3	4·4	—4·0	1·3
France	3·3	4·1	2·4	5·5	3·8	2·6
Italy	0·6	3·6	—1·2	—2·8	—3·7	2·5
Netherlands	7·7	9·9	7·5	5·1	2·1	5·0
Western Germany	25·0	22·3	19·2	15·2	12·0	9·5
WESTERN EUROPE - OTHER COUNTRIES	6·3	6·9	9·7	6·9	6·1	5·2
NON-STERLING AREA - DEVELOPING COUNTRIES	8·4	6·2	6·6	6·5	6·6	8·2
of which:						
SOUTH AND CENTRAL AMERICA	9·6	6·9	7·5	8·4	9·1	8·3
of which:						
Argentina	12·4	5·3	4·5	6·0	10·4	7·7
Brazil	17·3	12·2	9·9	10·3	7·9	8·9
Chile	10·5	8·9	9·5	12·2	16·3	11·9
Thailand	9·1	16·2	21·1	21·8	21·7	19·4
WORLD	8·2	7·4	7·6	8·1	8·5	8·4
Developing Countries	10·2	8·9	8·5	8·7	8·9	8·8
Developed Countries	7·0	6·5	7·1	7·8	8·2	8·1
Commonwealth Total	8·1	6·9	7·2	7·3	8·1	8·0

*After overseas tax.

Table 13 – Average rates of return* on direct investments by area and industry group 1960-1965 (estimates for all firms)

Percentages

	1960	1961	1962	1963	1964	1965
OVERSEAS STERLING AREA						
Agriculture	9·3	8·1	8·6	7·5	7·9	6·8
Mining	30·3	29·8	25·8	26·5	19·1	18·7
Electrical and mechanical engineering	4·6	5·8	6·6	4·9	6·4	7·0
Other manufacturing industries	10·0	8·8	9·8	9·5	11·0	9·6
Construction	12·3	8·6	5·6	9·6	13·6	13·9
Distribution	10·8	6·7	6·9	7·4	11·1	10·5
Other activities	4·0	2·9	3·2	5·3	5·6	6·2
All industries	9·6	8·4	8·7	9·0	9·6	9·1
NORTH AMERICA						
Manufacturing industries	5·8	5·5	6·6	7·5	9·7	10·3
Distribution	3·8	4·6	3·8	5·3	7·0	7·7
Other activities	4·2	3·9	4·3	8·1	4·5	4·6
All industries	5·2	5·0	5·6	7·3	8·0	8·5
SOUTH AND CENTRAL AMERICA						
Manufacturing industries	10·7	7·5	9·1	10·5	11·2	10·0
Other activities	7·6	5·6	4·4	4·5	5·5	5·1
All industries	9·6	6·9	7·5	8·4	9·1	8·3
WESTERN EUROPE						
Distribution	2·1	3·9	2·8	2·8	3·5	3·1
Manufacturing industries	8·1	9·1	7·7	7·6	4·7	6·1
Mining	10·6	6·6	3·4	1·1	1·1	2·2
Other activities	12·5	10·9	11·0	9·7	8·7	6·1
All industries	7·3	8·0	6·9	6·6	5·0	5·1
ALL AREAS						
Agriculture (including plantations)	9·4	8·1	9·6	7·8	7·6	6·8
Mining	19·8	18·1	17·2	19·2	12·6	13·4
Electrical and mechanical engineering	2·6	4·6	4·5	3·4	5·0	5·4
Vehicles, shipbuilding and marine engineering	2·4	0·1	2·1	2·6	—2·3	0·9
Other manufacturing industries	9·5	8·5	9·3	9·5	10·8	10·1
Construction	6·4	10·4	5·8	7·5	9·1	10·3
Distribution	7·2	5·9	5·0	5·7	8·0	7·8
Transport and communications	12·8	11·5	7·1	9·0	8·0	8·5
Other activities	3·2	2·7	3·1	4·8	5·0	5·4
All industries	8·2	7·4	7·6	8·1	8·5	8·4

*After overseas tax.

Table 14 – Rates of return* on direct investments, by industry, 1965

(estimates for companies supplying comparable data for earnings and investments)

Book values of net assets attributable to the United Kingdom at end-1965 in £ million

Industry	Losses	Nil	0-5 per cent	5-10 per cent	10-20 per cent	over 20 per cent	Total
Agriculture:							
Numbers	17	8	64	70	36	33	228
Net assets	15·3	3·0	106·0	106·2	41·6	32·4	304·5
Percentage of net assets in industry	5·0	1·0	34·8	34·9	13·7	10·6	100
Mining:							
Numbers	10	4	9	11	17	33	84
Net assets	10·8	4·5	11·7	90·0	95·0	38·8	250·8
Percentage of net assets in industry	4·3	1·8	4·6	35·9	37·9	15·5	100
Electrical and mechanical engineering:							
Numbers	60	27	44	66	56	66	319
Net assets	21·0	4·3	63·6	58·8	35·4	20·3	203·4
Percentage of net assets in industry	10·3	2·1	31·3	28·9	17·4	10·0	100
Vehicles and shipbuilding:							
Numbers	8	13	9	15	17	6	68
Net assets	13·1	7·8	18·5	33·2	26·0	2·2	100·8
Percentage of net assets in industry	13·0	7·7	18·4	32·9	25·8	2·2	100
Other manufacturing:							
Numbers	151	91	166	227	298	227	1,160
Net assets	72·0	23·3	234·8	515·0	574·6	110·6	1,530·3
Percentage of net assets in industry	4·7	1·5	15·3	33·7	37·6	7·2	100
Construction:							
Numbers	31	30	16	13	14	35	139
Net assets	4·5	4·3	8·9	11·0	9·0	4·1	41·8
Percentage of net assets in industry	10·8	10·3	21·3	26·3	21·5	9·8	100
Distribution:							
Numbers	185	122	166	181	187	181	1,022
Net assets	45·4	10·1	163·7	217·9	117·9	31·2	586·2
Percentage of net assets in industry	7·8	1·7	27·9	37·2	20·1	5·3	100
Transport and communications:							
Numbers	47	17	16	15	16	38	149
Net assets	12·5	1·3	35·5	56·4	9·4	8·5	123·6
Percentage of net assets in industry	10·1	1·1	28·7	45·6	7·6	6·9	100
Other activities:							
Numbers	71	67	86	111	74	89	498
Net assets	40·1	9·5	114·4	178·2	69·8	23·8	435·8
Percentage of net assets in industry	9·2	2·2	26·2	40·9	16·0	5·5	100
Total:							
Numbers	580	379	576	709	715	708	3,667
Net assets	234·7	68·1	757·1	1,266·7	978·7	271·9	3,577·2
Percentage of total	6·6	1·9	21·2	35·4	27·3	7·6	100

*After overseas tax.

Table 15 – Rates of return* on direct investments by period of establishment

(estimates for companies supplying comparable data for earnings and investments)

Book values of net assets attributable to the United Kingdom at end-1965 in £ million

Period of establishment	Losses	Nil	0-5 per cent	5-10 per cent	10-20 per cent	Over 20 per cent	Total
Before 1946							
Numbers	163	76	245	290	302	238	1,314
Net assets	105·2	21·1	480·5	864·7	737·8	176·8	2,386·1
1946-1955							
Numbers	105	64	147	228	209	196	949
Net assets	40·8	12·0	124·1	241·4	129·6	56·1	604·0
1956-1965							
Numbers	312	239	184	191	204	274	1,404
Net assets	88·7	35·0	152·5	160·6	111·3	39·0	587·1
Total							
Numbers	580	379	576	709	715	708	3,667
Net assets	234·7	68·1	757·1	1,266·7	978·7	271·9	3,577·2

*After overseas tax.

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Accounts give a considerable amount of detail about United Kingdom imports, exports, re-exports and commodities and, for many of them, the most important countries of consignment.

The information in the accounts is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Statistical Classification for Imported and Re-exported Goods (which has about 3,000 headings) and the Export List (2,900 headings); there are 192 specified countries of consignment.

This fully detailed information is not published on a monthly basis, but when circumstances allow. HM Customs and Excise can supply detailed information about trade under individual headings of the Import Classification and the Export List and with individual countries or through United Kingdom ports either for particular months or for longer periods. A charge is made which covers the cost of the service. Application should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea (Tel. Southend (O.702) 49421, Ext. 316, or Imports and Re-exports, Ext. 314 for Exports, Telex 99112 CUSEX Southend).

Table 16 – Rates of return* on direct investments by size of overseas concern

(estimates for companies supplying comparable data for earnings and investments)

Book values of net assets attributable to the United Kingdom at end-1965 in £ million

Size range of net assets	Losses	Nil	0-5%	5-10%	10-20%	Over 20%	Total
Over £5 million:							
Numbers	57	16	28	57	34	5	131
Net assets	136·9	32·5	263·6	771·3	516·7	39·6	1,638·0
£1 million-£5 million:							
Numbers			147	156	147	61	577
Net assets			359·6	331·5	300·5	118·3	1,232·5
£0·5 million-£1 million:							
Numbers	54	14	92	132	111	65	468
Net assets	40·2	9·8	65·2	95·6	81·6	46·6	339·0
£0·25 million-£0·5 million:							
Numbers	76	30	126	114	138	94	578
Net assets	27·4	10·3	45·3	41·2	49·8	33·0	207·0
£0·1 million-£0·25 million:							
Numbers	184	50	109	121	137	129	660
Net assets	19·1	8·0	19·1	20·5	23·3	21·5	111·5
Less than £0·1 million:							
Numbers	279	269	74	129	148	354	1,253
Net assets	11·1	7·5	4·3	6·6	6·8	12·9	49·2
Total:							
Numbers	580	379	576	709	715	708	3,667
Net assets	234·7	68·1	757·1	1,266·7	978·7	271·9	3,577·2

*After overseas tax.

INWARD INVESTMENT

Table 17 – Values of direct investments by area and country 1960-1965 (estimates for all firms)

Book values of net assets attributable to overseas investors at year-ends in £ million

	1960	1961	1962	1963	1964	1965
OVERSEAS STERLING AREA – TOTAL	41·4	44·0	44·8	42·1	42·0	43·5
OVERSEAS STERLING AREA – DEVELOPED COUNTRIES	35·0	36·3	39·0	38·3	25·2	28·4
Australia	7·6	8·6	8·5	9·5	7·5	4·5
Irish Republic	2·4	2·4	2·3	2·3	1·6	2·3
New Zealand	2·0	2·0	1·5	1·5	1·2	0·7
South Africa	23·0	23·3	26·7	25·0	14·9	20·9
OVERSEAS STERLING AREA – DEVELOPING COUNTRIES	6·4	7·7	5·5	3·8	16·8	15·1
NON-STERLING AREA – TOTAL	998·6	1,246·0	1,385·2	1,567·9	1,738·0	1,936·5
NON-STERLING AREA – DEVELOPED COUNTRIES	990·7	1,238·9	1,377·7	1,558·1	1,727·5	1,928·4
NORTH AMERICA	755·1	971·9	1,085·7	1,228·6	1,367·1	1,543·7
Canada	142·0	158·4	169·2	194·1	208·1	236·7
United States of America	613·1	813·5	916·5	1,034·5	1,159·0	1,307·0
WESTERN EUROPE	237·5	270·9	296·0	333·1	363·5	390·3
EFTA	123·0	137·2	158·6	184·2	196·0	208·8
of which:						
Denmark	6·3	6·9	7·4	7·7	7·4	6·4
Finland	2·5	2·8	3·5	4·0	3·6	4·5
Norway	0·6	0·6	0·9	0·6	1·1	1·8
Sweden	22·4	24·4	24·0	25·0	28·0	28·4
Switzerland	90·9	101·7	122·5	145·7	154·5	167·0
EEC	112·5	131·0	133·7	144·6	163·6	178·4
Belgium and Luxembourg	8·6	9·4	8·9	9·7	12·0	12·9
France	19·4	32·0	31·5	34·4	38·3	40·2
Italy	14·0	13·8	13·8	15·2	15·9	17·3
Netherlands	66·7	71·3	73·8	77·0	86·4	95·2
Western Germany	3·8	4·5	5·7	8·3	11·0	12·8
WESTERN EUROPE – OTHER COUNTRIES	2·0	2·7	3·7	4·3	3·9	3·1
JAPAN	–1·9	–3·9	–4·0	–3·6	–3·1	–5·6
NON-STERLING AREA – DEVELOPING COUNTRIES	7·9	7·1	7·5	9·8	10·5	8·1
WORLD	1,040·0	1,290·0	1,430·0	1,610·0	1,780·0	1,980·0

Table 18 – Values of direct investments by industry group 1960-1965 (estimates for all firms)

Book values of net assets attributable to overseas investors at year-ends in £ million

	1960	1961	1962	1963	1964	1965
Electrical and mechanical engineering	235·1	256·3	292·5	314·0	347·8	403·5
Other manufacturing industries	639·4	838·0	900·2	1,025·7	1,121·8	1,225·9
Distribution	130·2	141·5	167·6	192·5	218·6	242·8
Other	35·3	54·2	69·7	77·8	91·8	107·8
Total	1,040·0	1,290·0	1,430·0	1,610·0	1,780·0	1,980·0

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. *(Addresses on page iv of this supplement.)*

Table 19 – Numbers and values of direct investments by form of organization, by area and country (estimates for all firms)

Book values of net assets attributable to overseas investors at end-1965 in £ million

	Large investing companies								Small investing companies		Total	
	Subsidiaries		Branches		Associates		Total					
	Numbers	Values	Numbers	Values	Numbers	Values	Numbers	Values	Numbers	Values	Numbers	Values
OVERSEAS STERLING AREA – TOTAL	26	28·7	..	..	..	..	39	41·4	61	2·1	100	43·5
OVERSEAS STERLING AREA – DEVELOPED COUNTRIES	16	11·8	..	..	..	..	23	26·9	37	1·5	60	28·4
Australia	4	3·2	..	..	..	..	..	3·8	..	0·7	23	4·5
Irish Republic	..	..	..	..	..	..	..	..	..	..	..	2·3
New Zealand	..	..	—	—	—	—	..	..	..	..	..	0·7
South Africa	8	7·7	..	..	..	..	12	20·5	9	0·4	21	20·9
OVERSEAS STERLING AREA – DEVELOPING COUNTRIES	10	16·9	..	..	..	..	16	14·5	24	0·6	40	15·1
NON-STERLING AREA – TOTAL	707	1,724·4	..	..	..	..	892	1,897·5	953	39·0	1,845	1,936·5
NON-STERLING AREA-DEVELOPED COUNTRIES	697	1,717·4	31	25·9	152	147·0	880	1,890·3	931	38·1	1,811	1,928·4
North America	477	1,359·4	22	28·5	110	135·5	609	1,523·4	495	20·3	1,104	1,543·7
Canada	54	225·5	..	1·5	..	7·2	68	234·2	61	2·5	129	236·7
United States of America	423	1,133·9	..	27·0	..	128·3	541	1,289·2	434	17·8	975	1,307·0
WESTERN EUROPE	218	356·8	..	..	..	..	263	372·5	436	17·8	699	390·3
EFTA	107	195·0	..	..	..	..	125	201·3	186	7·5	311	208·8
Austria	..	..	..	..	..	..	..	0·6	..	0·1	8	0·7
Denmark	9	5·4	..	..	..	..	11	5·5	22	0·9	33	6·4
Finland	..	4·3	—	—	—	—	..	4·3	..	0·2	..	4·5
Norway	..	..	—	—	—	—	..	1·6	..	0·2	10	1·8
Portugal	—	—	—	—	—	—	—	—	..	—	..	—
Sweden	25	26·7	..	..	..	..	28	26·8	39	1·6	67	28·4
Switzerland	65	156·6	..	..	..	..	73	162·5	111	4·5	184	167·0

Table 19 (continued)

	Large investing companies								Small investing companies		Totals	
	Subsidiaries		Branches		Associates		Totals					
	Numbers	Values	Numbers	Values	Numbers	Values	Numbers	Values	Numbers	Values	Numbers	Values
EEC	109	158·9	..	..	..	..	135	168·2	247	10·2	382	178·4
Belgium and Luxembourg	13	9·5	..	—	..	2·7	17	12·2	17	0·7	34	12·9
France	29	35·2	..	..	..	..	37	37·3	71	2·9	108	40·2
Italy	9	13·4	..	..	..	..	12	16·5	20	0·8	32	17·3
Netherlands	35	91·3	—	—	6	0·8	41	92·1	75	3·1	116	95·2
Western Germany	23	9·5	..	..	..	..	28	10·1	64	2·7	92	12·8
WESTERN EUROPE – OTHER COUNTRIES	..	2·9	..	..	..	..	..	3·0	..	0·1	6	3·1
Japan	.	.	..	..	—	—	8	—5·6	—	—	8	—5·6
NON-STERLING AREA – DEVELOPING COUNTRIES	..	..	..	..	..	..	12	7·2	22	0·9	34	8·1
South and Central America	..	..	..	..	..	..	..	6·3	..	0·2	12	6·5
Other	..	..	..	..	..	..	..	0·9	..	0·1	22	1·6
WORLD	733	1,753·1	40	36·7	158	149·1	931	1,938·9	1,014	41·1	1,945	1,980·0

Table 20 – Numbers and values of direct investments by industry and selected areas (estimates for all firms)

Book values of net assets attributable to overseas investors at end-1965 in £ million

		Food, drink and tobacco	Chemicals and allied manufactures	Metal manufacture	Mechanical engineering	Electrical engineering	Motor vehicles	Textiles, clothing and footwear	Paper, board and paper products	Rubber	Other manufacturing industries	Distribution	Other activities	Total
WORLD	Numbers	67	191	37	283	84	22	46	88	18	159	642	308	1945
	Values	207·9	211·9	134·4	336·7	185·1	303·5	34·9	46·2	58·4	110·4	242·8	107·8	1,980·0
of which:														
Canada	Numbers	13	11	..	13	..	..	..	10	—	7	38	22	129
	Values	77·1	7·0	66·5	5·4	0·1	..	..	24·1	—	3·8	21·3	3·2	236·7
United States of America	Numbers	29	112	23	194	56	13	20	66	14	110	202	136	975
	Values	78·2	134·1	60·2	285·5	112·9	271·3	28·7	14·9	40·7	80·3	138·1	62·1	1,307·0
EFTA	Numbers	9	28	9	40	14	—	..	7	..	16	137	41	311
	Values	46·7	42·0	7·6	37·7	21·4	—	2·5	5·3	15·5	2·4	19·0	8·9	208·8
EEC	Numbers	10	33	..	31	9	4	12	5	..	19	188	68	382
	Values	1·9	27·7	0·1	7·9	50·6	4·2	1·9	1·9	2·1	18·6	41·5	20·0	178·4

Table 21 – Assets, liabilities and depreciation provisions of subsidiaries of overseas companies by area and country (large investments)

Book values of net assets attributable to overseas investors at end-1965 in £ million

	Assets				Liabilities				Net assets			
	Fixed assets after provision for depreciation	Current assets		Total assets	Long-term liabilities in the United Kingdom and provision for future taxation	Current liabilities		Total	Total	Attributable to outside shareholders	Attributable to overseas parent companies	Accumulated provisions for depreciation of fixed assets
		Total	of which: amount due from overseas parent companies			Total	of which: amount due to overseas parent companies					
OVERSEAS STERLING AREA TOTAL	14·6	37·1	2·3	49·5	4·9	30·4	20·8	19·4	30·1	1·4	28·7	3·8
OVERSEAS STERLING AREA – DEVELOPED COUNTRIES	8·7	11·1	1·9	18·0	2·0	13·8	8·5	6·2	11·8	—	11·8	1·2
of which:												
Australia	2·0	4·8	0·2	6·6	0·3	4·4	1·3	3·4	3·2	—	3·2	0·8
South Africa	6·5	4·9	1·3	10·1	1·7	7·5	6·7	2·4	7·7	—	7·7	0·2
OVERSEAS STERLING AREA – DEVELOPING COUNTRIES	5·9	26·0	0·4	31·5	2·9	22·6	12·3	13·2	18·3	1·4	16·9	2·6
NON-STERLING AREA – TOTAL	1,361·1	1,970·5	29·0	3,302·8	356·8	1,369·3	295·5	1,430·6	1,872·3	147·9	1,724·4	695·8
NON-STERLING AREA – DEVELOPED COUNTRIES	1,356·8	1,958·8	28·4	3,287·4	356·2	1,361·5	294·9	1,422·8	1,864·6	147·2	1,717·4	693·3
NORTH AMERICA	1,094·5	1,532·6	20·4	2,606·8	293·1	1,070·3	232·0	1,131·9	1,474·8	115·5	1,359·4	571·7
Canada	121·7	247·7	6·6	362·9	38·0	203·6	104·3	137·2	225·6	0·1	225·5	51·4
United States of America	972·8	1,284·9	13·8	2,243·9	255·7	866·7	127·7	994·7	1,249·2	115·4	1,133·9	519·7
WESTERN EUROPE	261·9	424·1	8·0	678·1	62·5	289·2	62·2	289·6	388·6	31·7	356·8	122·2
EFTA	148·2	224·8	5·1	368·0	40·3	142·1	29·3	153·2	214·8	19·8	195·0	70·2
of which:												
Denmark	2·7	7·1	—	9·8	1·0	5·7	2·4	4·3	5·5	0·1	5·4	0·6
Finland	2·9	2·7	—	5·6	—	1·5	0·5	1·0	4·6	0·3	4·3	2·6
Sweden	13·6	42·9	4·4	52·1	3·8	21·3	5·8	19·3	32·8	6·1	26·7	11·6
Switzerland	128·8	170·2	0·7	298·3	35·5	112·2	19·3	128·4	169·9	13·3	156·6	55·4
EEC	112·3	197·8	2·9	307·2	22·2	147·0	32·8	136·4	170·9	11·9	158·9	51·9
Belgium and Luxembourg	4·5	8·2	—	12·7	0·6	4·7	2·2	3·1	9·7	0·2	9·5	2·4
France	24·0	65·5	2·3	87·2	4·0	46·7	2·3	48·4	38·8	3·5	35·2	5·9
Italy	5·1	13·2	0·1	18·2	0·2	7·5	2·9	4·8	13·4	—	13·4	1·3
Netherlands	73·4	94·7	0·4	167·7	16·0	74·5	21·1	69·4	98·3	7·0	91·3	40·0
Western Germany	5·3	16·2	0·1	21·4	1·4	13·6	4·3	10·7	10·7	1·2	9·5	2·4
WORLD	1,375·7	2,007·6	31·3	3,352·3	361·7	1,404·7	316·3	1,450·0	1,902·4	149·3	1,753·1	699·6

INWARD INVESTMENT

Table 22 – Assets, liabilities, net worth and provisions for depreciation of branches (large investments)

Book values of net assets attributable to overseas investors at end-1965 in £ million

	Assets			Liabilities			Net assets	Accumulated provision for depreciation of fixed assets
	Fixed assets after provision for depreciation	Current assets excluding amounts due from overseas parent	Total assets	Long-term liabilities in the United Kingdom and provision for future taxation	Current liabilities excluding amounts due to overseas parent	Total liabilities		
United States of America	13·5	29·8	43·3	4·4	11·9	16·3	27·0	10·0
Rest of world	5·1	46·0	51·1	2·0	39·4	41·4	9·7	2·7
Total	18·6	75·8	94·4	6·4	51·3	57·7	36·7	12·7

Table 23 – Values of direct investments by period of establishment (large investments)

Book values of net assets attributable to overseas investors at end-1965 in £ million

	Branches			Subsidiaries			Associates			Totals			Total
	Before 1946	1946-1955	1956-1965	Before 1946	1946-1955	1956-1965	Before 1946	1946-1955	1956-1965	Before 1946	1946-1955	1956-1965	
United States of America	11·0	3·5	12·5	837·2	136·0	160·7	23·4	20·5	84·4	871·6	160·0	257·6	1,289·2
Rest of world	9·1	3·0	—2·4	409·6	75·1	134·6	5·2	7·7	7·8	423·9	85·8	140·0	649·7
Total	20·1	6·5	10·1	1,246·8	211·1	295·3	28·6	28·2	92·2	1,295·5	245·8	397·6	1,938·9
(Numbers)	(20)	(9)	(11)	(304)	(125)	(304)	(29)	(37)	(92)	(353)	(171)	(407)	(931)*

* For small investments, the numbers were:

Before 1946	1946-1955	1956-1965	Total
171	144	699	1,014

Table 24 – Number and value of direct investments by percentage of overseas ownership (large investments)

Book values of net assets attributable to overseas investors at end-1965 in £ million

	Subsidiaries and associates										Branches		Total	
	Under 50 per cent		50-74 per cent		75-99 per cent		100 per cent		Total		100 per cent			
	Numbers	Net assets	Numbers	Net assets	Numbers	Net assets	Numbers	Net assets	Numbers	Net assets	Numbers	Net assets	Numbers	Net assets
United States of America	105	132·1	22	124·5	30	60·0	366	945·6	523	1,262·2	18	27·0	541	1,289·2
Rest of world	62	22·6	15	32·4	36	138·7	255	446·2	368	639·9	22	9·7	390	649·7
Total	167 (a)	154·7(b)	37	156·9	66	198·7	621	1,391·8	891	1,902·1	40	36·7	931	1,938·9

(a) 158 associates and 9 subsidiaries.
(b) 149·1 for associates and 5·6 for subsidiaries.

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Prepared by the Statistics Division of the Board of Trade

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Table 25 – Values of direct investments by percentage of overseas ownership by industry (large investments)

Book values of net assets attributable to overseas investors at end-1965 in £ million

		Food, drink and tobacco	Chemical and allied manufactures	Metal manufacture	Mechanical engineering	Electrical engineering	Motor vehicles	Textiles, clothing and footwear	Paper, board and paper products	Rubber	Other manufacturing industries	Distribution	Other activities	Total
Under 50 per cent owned	Numbers	8	21	10	38	8	..	..	8	5	22	18	17	167
	Values	15·3	15·3	37·5	31·4	2·9	24·8	1·6	3·6	2·6	12·1	2·1	5·6	154·8
50-74 per cent owned	Numbers	—	5	..	9	3	—	..	3	..	5	3	3	37
	Values	—	5·6	0·4	25·8	14·5	—	—	4·6	8·6	5·8	75·4	16·2	156·9
75-99 per cent owned	Numbers	6	5	..	8	6	..	..	6	..	5	10	11	66
	Values	46·4	13·0	8·5	8·4	59·7	7·9	1·3	7·2	20·2	2·4	19·6	8·9	198·7
100 per cent owned*	Numbers	28	83	15	130	42	13	14	20	6	59	170	81	661
	Values	145·2	174·9	87·8	267·1	107·0	270·7	31·1	28·7	26·9	92·1	127·8	69·2	1,428·5
Total	Numbers	42	114	31	185	59	19	25	37	15	91	201	112	931
	Values	206·9	208·8	134·2	332·7	184·1	303·4	34·0	44·1	58·3	107·6	224·9	99·9	1,938·9

*Including branches.

Table 26 – Value of direct investments by industry and period of establishment (large investments)

Book values of net assets attributable to overseas investors at end-1965 in £ million

		Food, drink and tobacco	Chemicals and allied manufactures	Metal manufacture	Mechanical engineering	Electrical engineering	Motor vehicles	Textiles, clothing and footwear	Paper, board and paper products	Rubber	Other manufacturing industries	Distribution	Other activities	Total
Before 1946	Numbers	21	57	11	63	17	13	20		8	36	68	39	353
	Values	170·6	111·1	77·3	205·1	123·7	269·3	4·9	15·6	50·9	70·9	145·9	50·2	1,295·5
1946-1955	Numbers	..	25	41		9		16		..	22	31	21	171
	Values	9·3	34·7	42·3		44·5		24·8	22·4	17·8		30·6	19·4	245·8
1956-1965	Numbers	..	32	101		89		12	14	..	33	102	52	407
	Values	27·0	63·0	142·2		50·0		4·3	6·1	26·3		48·4	30·3	397·6
Total	Numbers	42	114	31	185	59	19	25	37	15	91	201	112	931
	Values	206·9	208·8	134·2	332·7	184·1	303·4	34·0	44·1	58·3	107·6	224·9	99·9	1,938·9

Table 27 – Values of direct investments by industry and size (large investments)

Book values of net assets attributable to overseas investors at end-1965 in £ million

Size Range		Food, drink and tobacco	Chemical and allied manufactures	Metal manufacture	Mechanical engineering	Electrical engineering	Motor vehicles	Textiles, clothing and footwear	Paper, board and paper products	Rubber	Other manufacturing industries	Distribution	Other activities	Total
Over £5 million	Numbers	9	8	15		7	7	12				11		69
	Values	163·0	87·0	99·1	144·3	144·6	288·7	40·6		81·8		126·7	47·7	1,223·5
£1 million-£5 million	Numbers	11	41	8	56	21		13		24		21	18	213
	Values	37·3	96·7	29·7	127·4	27·7	12·7	8·8	16·9	60·2		56·6	30·4	504·4
£½ million-£1 million	Numbers	24		38		10		7		—	15	29	18	141
	Values	3·8	16·4	3·0	24·3	7·9		1·9	2·1	—	11·2	23·5	13·6	107·7
£¼ million-£½ million	Numbers	9	18	42		18		6	12	27		49	28	209
	Values	5·0	6·6	1·2	18·7	5·1	0·4	2·4	3·5	9·6		18·5	9·7	80·7
Under £¼ million	Numbers	7	25	5	46	12		9	9	31		79	37	264
	Values	1·0	2·5	1·2	21·3	0·9	0·3	1·3	1·1	0·5	2·7	12·0	4·0	48·8
Total	Numbers	42	114	31	185	59	19	25	37	15	91	201	112	931*
	Values	206·9	208·8	134·2	332·7	184·1	303·4	34·0	44·1	58·3	107·6	224·9	99·9	1,938·9

*Including 35 investments where the values of net assets recorded were negative, totalling – £26·2 million.

INWARD INVESTMENT

Table 28 – Average rates of return* on direct investments by area and country 1960-1965
(estimates for all firms)

Percentages

	1960	1961	1962	1963	1964	1965
OVERSEAS STERLING AREA	2·4	—4·5	1·8	5·2	4·5	8·7
of which:						
Australia	3·9	3·5	2·4	7·4	4·0	11·1
Irish Republic	—25·0	4·2	4·3	8·7	..	4·3
South Africa	1·3	—11·2	0·7	4·0	10·1	14·8
NON-STERLING AREA	13·0	9·8	9·0	10·1	11·1	11·5
NORTH AMERICA	15·0	11·2	10·3	11·6	11·8	12·4
Canada	7·9	6·2	4·3	4·8	4·5	5·8
United States of America	16·9	12·1	11·4	12·8	13·1	13·6
WESTERN EUROPE	6·7	4·8	4·5	4·9	8·8	7·3
EFTA	7·2	4·2	4·9	5·2	6·9	6·9
of which						
Denmark	—7·9	5·8	8·1	13·0	6·8	9·4
Switzerland	7·3	4·1	4·9	5·5	7·1	6·9
EEC	5·7	5·2	3·9	4·4	11·2	8·0
Belgium and Luxembourg	7·0	8·5	9·0	7·2	8·3	7·8
France	13·4	10·3	4·1	5·8	11·0	9·7
Italy	—	—0·7	—2·2	3·3	5·0	5·8
Netherlands	4·3	3·6	4·2	4·2	14·4	8·2
Western Germany	7·9	4·4	5·3	1·2	1·8	3·9
WESTERN EUROPE – OTHER COUNTRIES	30·0	14·8	13·5	9·3	2·6	—
OTHER NON-STERLING AREA	10·0	12·5	11·4	12·9	6·8	112·0
ALL COUNTRIES	12·6	9·3	8·8	10·0	11·0	11·5

*After United Kingdom tax.

Table 29 – Average rates of return* on direct investments by industry group 1960-1965
(estimates for all firms)

Percentages

	1960	1961	1962	1963	1964	1965
Electrical and mechanical engineering	8·7	6·4	6·7	7·8	12·3	15·6
Other manufacturing industries	12·9	9·6	8·8	10·7	10·8	10·5
Distribution	11·8	9·8	8·5	9·2	9·8	9·6
Other	37·1	17·7	19·2	12·1	10·3	10·9
All industries	12·6	9·3	8·8	10·0	11·0	11·5

*After United Kingdom tax.

Table 31 – Rates of return* on direct investments by period of establishment
(estimates for companies supplying comparable data for earnings and investment)

Book values of net assets attributable to overseas investors at end-1965 in £ million

	Losses	Nil	0-5 per cent	5-10 per cent	10-20 per cent	Over 20 per cent	Total
Before 1946							
Numbers	19	5	46	58	86	74	288
Values	23·8	1·5	170·7	392·5	383·5	199·0	1,171·0
1946-1956							
Numbers	15	—	20	18	37	52	142
Values	8·2	—	38·0	38·9	38·8	72·9	196·8
1956-1956							
Numbers	54	20	46	45	47	70	282
Values	49·1	5·0	70·5	64·3	65·6	31·1	285·7
Total							
Numbers	88	25	112	121	170	196	712
Values	81·1	6·5	279·2	495·7	488·0	303·0	1,653·5

*After United Kingdom tax.

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Table 30 – Rates of return* by industry, 1965
(estimates for companies supplying comparable data for earnings and investment)

Book values of net assets attributable to overseas investors at end-1965 in £ million

Industry	Losses	Nil	0-5 per cent	5-10 per cent	10-20 per cent	Over 20 per cent	Total
Food, drink and tobacco							
Numbers		12		14		10	36
Values	1·0	—	60·6	46·6	69·1	27·5	204·8
Percentage of net assets in industry	0·5	—	29·6	22·8	33·7	13·4	100
Chemical and allied trades							
Numbers	9		10	11	26	36	92
Values	2·1	0·3	39·2	15·3	55·0	53·6	165·7
Percentage of net assets in industry	1·3	0·3	23·7	9·2	33·2	32·3	100
Mechanical engineering							
Numbers	15		25	25	42	40	147
Values	10·4	1·7	47·8	56·8	113·6	59·1	289·4
Percentage of net assets in industry	3·6	0·6	16·5	19·6	39·3	20·4	100
Electrical engineering							
Numbers	7	—	—	19		13	39
Values	6·1	—	—	26·1	57·8	34·6	124·6
Percentage of net assets in industry	4·9	—	—	20·9	46·4	27·8	100
Vehicles and metal manufacture							
Numbers	6	—	13		10	12	41
Values	28·6	—	18·5	255·0	14·1	68·8	385·0
Percentage of net assets in industry	7·4	—	4·8	66·2	3·7	17·9	100
Other manufacturing industries							
Numbers	13	7	16	25	44	32	137
Values	8·7	2·4	64·7	30·5	85·1	23·3	214·7
Percentage of net assets in industry	4·1	1·1	30·1	14·2	39·6	10·9	100
Distribution							
Numbers	34	10	32	27	15	28	146
Values	22·4	1·9	32·4	39·3	82·3	16·6	194·9
Percentage of net assets in industry	11·5	1·0	16·6	20·2	42·2	8·5	100
Other activities							
Numbers	9	—	16	13	11	25	74
Values	1·8	—	16·0	26·1	11·0	19·5	74·4
Percentage of net assets in industry	2·4	—	21·5	35·1	14·8	26·2	100
Total							
Numbers	88	25	112	121	170	196	712
Values	81·1	6·5	279·2	495·7	488·0	303·0	1,653·5
Percentage of total net assets	4·9	0·4	16·9	30·0	29·5	18·3	100

*After United Kingdom tax.

Table 32 – Rates of return* on direct investments by size 1965
(estimates for companies supplying comparable data for earnings and investment)

Book values of net assets attributable to overseas investors at end-1965 in £ million

Size range of net assets		Losses	Nil	0-5 per cent	5-10 per cent	10-20 per cent	Over 20 per cent	Total
Over £5 million	Numbers		15		13	26		54
	Values	32·4	—	191·3	371·8	302·3	135·0	1,032·8
£1 million-£5 million	Numbers	15	—	24	40	65	49	193
	Values	26·6	—	59·0	95·9	146·8	124·1	452·4
£0·5 million-£1 million	Numbers	13		17	21	35	31	117
	Values	7·2	3·3	12·6	15·6	25·8	22·3	86·8
£0·25 million-£0·5 million	Numbers	33	7	35	22	22	42	161
	Values	11·8	2·2	12·8	8·7	8·1	15·0	58·6
£0·1 million-£0·25 million	Numbers	13	23		19	25	28	108
	Values	2·5	0·6	3·3	3·4	4·8	4·9	19·5
Under £0·1 million	Numbers	16	14		6	43		79
	Values	0·6	0·4	0·2	0·3	0·2	1·7	3·4
Total	Numbers	88	25	112	121	170	196	712
	Values	81·1	6·5	279·2	495·7	488·0	303·0	1,653·5

*After United Kingdom tax.

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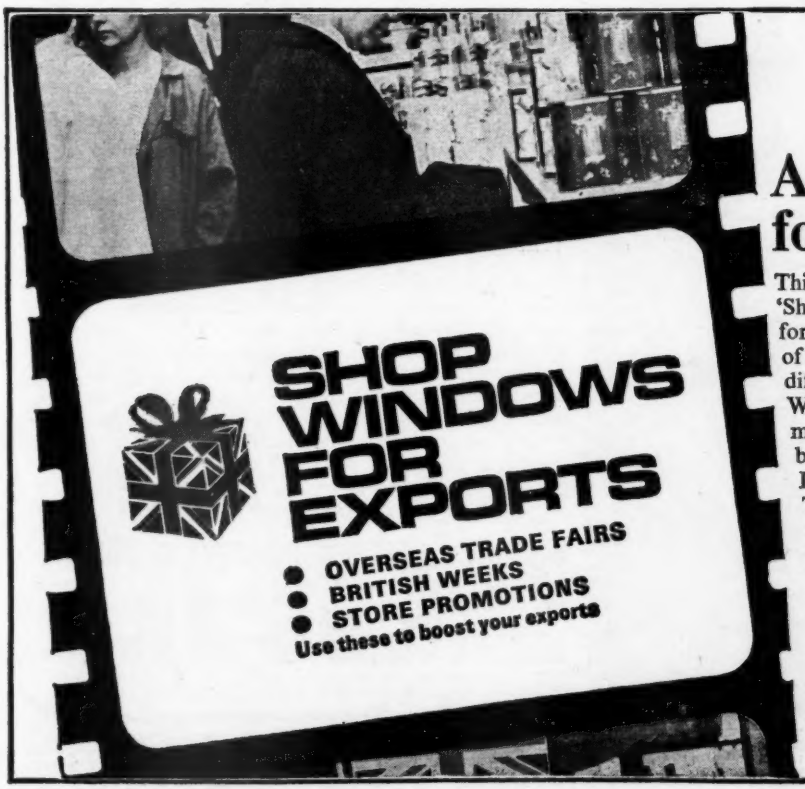


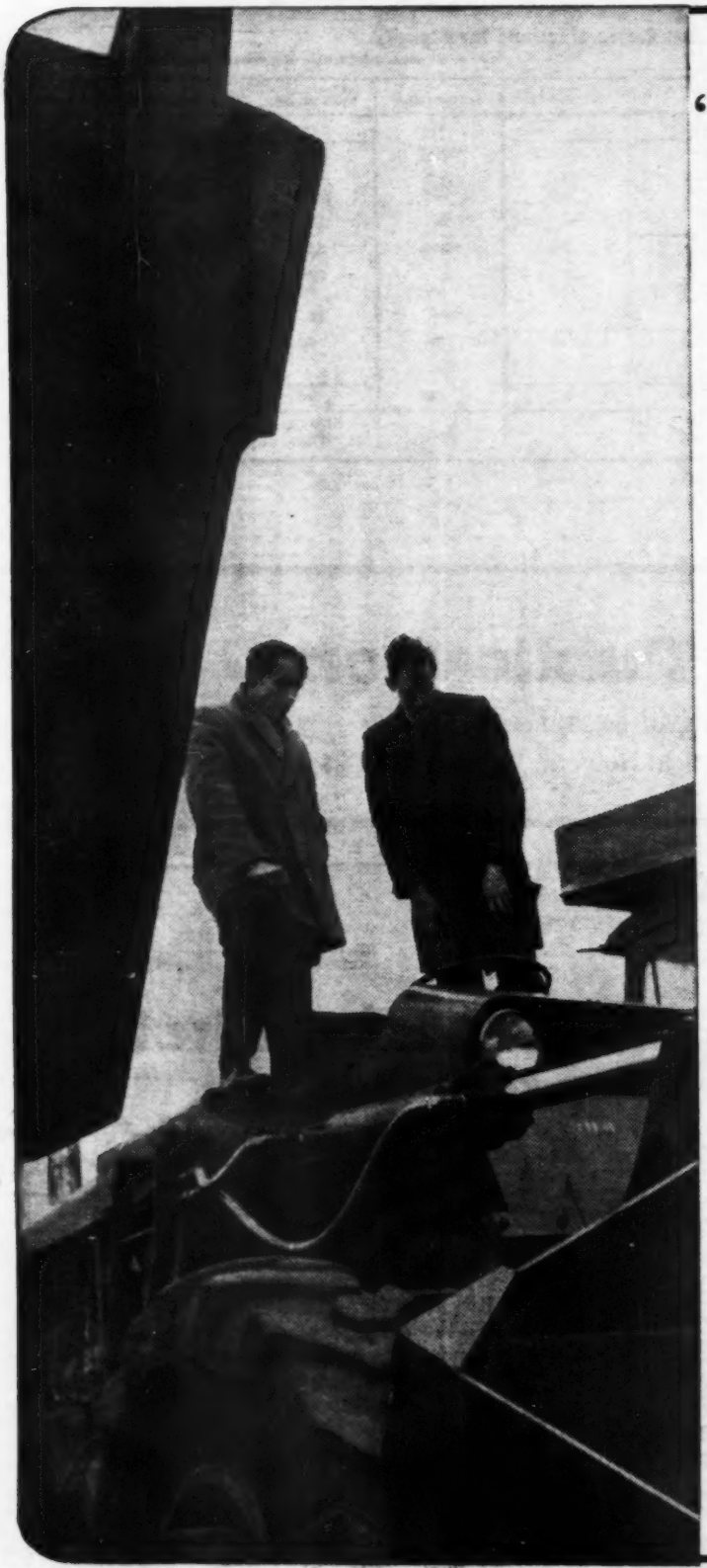
An Informative Film for all Exporters

This 24-minute, 16-mm film in colour, called 'Shop Windows for Exports', has been produced for the Board of Trade by the Central Office of Information. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' best suited for his products.

For audiences viewing the film the Board of Trade has prepared a special leaflet which not only explains how the Board of Trade assists firms to participate in these overseas promotions but also gives contact points within the Board. These leaflets are obtainable free of charge to borrowers of the film.

Copies of this film are available on hire from:

Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3. Phone: 01-743 5555.



'No lack of orders here. We're exporting to 112 different countries.'

The man speaking is Jon G, export manager of an East Midlands company that makes construction equipment. Proving his point is a factory going flat out, making graders, dump trucks, rollers and tractor shovels that will bring home many millions this year.

Interviewer: You're not affected too badly by the ups and downs on the domestic market?

Jon G: Let's say we're well-cushioned against them. Our exports are always well over 65% of total output. Some years they run much higher.

And you have ECGD cover for 112 countries?

Jon G: That's the score as of today. But we are always opening up new markets and we couldn't do this without cover. We appoint a distributor in a new territory, then it's over to ECGD. They indicate what a reasonable credit limit would be.

You finance a stocking-up operation for the new distributor, and ECGD cover you against loss?

Jon G: This is right. It would be far too difficult and time-consuming for us to check accurately the credit-rating of distributors we appoint. Mind you, we do what we can – we don't put up any dicey deals to ECGD.

On your turnover, you must have really felt the benefit of lower ECGD premiums?

Jon G: There's been quite a dramatic drop, especially if you compare the premiums over 17 years, as we can. Being able to get 100% guaranteed finance now is also very good. Of course we have the odd haggle with ECGD, but generally we're very satisfied. I think the services ECGD offer are ahead now of other countries'.

Is your export graph rising?

Jon G: Up 29% in three years and still climbing. You can almost watch it going up from where we are standing now.

Exports keep plants profitably humming.
Over 9,000 exporting companies are insured by ECGD, the Government Department which secures exporters against overseas loss through default, insolvency, transfer and other risks. The interview above is authentic; only the photograph is fictitious. Find out more about how ECGD can help your company increase exports. 'Phone your local ECGD Manager today.

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Production in the cotton and wool textile industries

COTTON

THE VOLUME of production in the cotton industry (including the processing of continuous filament yarns of man-made fibres) in November was 7 per cent less than in November 1966.

Statistics issued by the Textile Council show that in the period January-November 1967 the amount of cloth woven was 18 per cent less than in the corresponding period of 1966. Production of single yarn was 15 per cent less and the amount of yarn doubled 9 per cent less.

Production in the cotton industry

(all figures are weekly averages)

	Single yarn (a)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (b)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (c)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yds.	
1958†	11·91	2·86	3·07	1·32	..	27·0	11·3
1959	11·66	2·92	3·18	1·49	..	24·7	11·4
1960	11·46	2·98	3·30	1·66	..	24·9	11·9
1961	10·66	2·55	2·82	1·52	..	23·8	11·7
1962	9·46	2·30	2·50	1·64	..	20·1	10·9
1963	9·40	2·44	2·53	2·06	..	19·5	10·8
1964†	9·58	2·76	2·57	2·26	0·77	19·5	11·5
1965	9·32	2·74	2·53	2·31	0·91	19·5	12·0
1966	8·77	2·62	2·37	2·12	1·20	17·6	11·9
1966 November*	9·41	2·82	2·54	1·95	1·41	17·5	11·9
December	7·59	2·30	2·16	1·73	1·23	14·2	9·6
1967 January	8·37	2·54	2·32	2·03	1·33	16·6	11·3
February	8·35	2·44	2·31	2·09	1·44	16·5	11·4
March*	7·29	2·15	2·10	1·93	1·34	14·2	10·0
April	8·06	2·49	2·24	2·24	1·48	15·6	10·9
May*	7·86	2·53	2·16	2·13	1·37	14·5	10·6
June	5·80	2·08	1·71	1·69	1·50	14·4	10·3
July	6·28	1·95	1·85	1·96	1·21	8·6	7·5
August*	7·22	2·51	1·92	2·00	1·13	14·4	9·8
September	6·36	2·22	1·91	1·86	1·71	13·0	9·2
October	7·93	2·67	2·22	2·23	1·90	15·3	10·8
November*	7·96	2·73	2·26	2·15	1·78	15·3	10·9

(a) Spun in the cotton industry. (b) Including yarns wholly of cotton and of cotton waste, cotton yarns spun on condenser system and mixture yarns of cotton and cotton waste. (c) Deliveries. *Average of 5 weeks. †53-week period.

WOOL TEXTILES

THE VOLUME of production in the wool textile industry in November was at about the same level as in November 1966.

Statistics issued by the Wool Industry Bureau of Statistics show that, when allowance is made for the length of the working month, the rates of delivery of worsted yarn and woven fabrics (excluding blankets) were both 1 per cent less compared with November 1966. The rate of production of wool and hair tops was 9 per cent less and of man-made fibre tops 1 per cent less.

Output of the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn (a)	Worsted yarn	Woven fabrics (excluding blankets) (b)		Blankets (a)
		Wool and hair	Man-made fibres			Woollen	Worsted	
Quarterly average	Million lb.					Million sq. yds.		
1958	111·1	74·2	3·7	72·0	51·6	48·7	38·5	7·1
1959	127·3	87·1	5·3	78·3	58·0	51·6	39·7	7·7
1960	120·3	79·8	9·4	75·8	61·2	49·4	42·4	7·8
1961	118·0	80·0	9·1	70·3	61·6	45·8	42·4	8·4
1962	112·1	73·7	8·7	72·5	57·3	43·9	38·1	8·2
1963	114·5	76·0	10·5	78·3	59·9	44·2	37·2	8·8
1964	104·6	66·3	14·2	81·5	58·3	44·3	37·1	8·2
1965	100·7	61·9	14·3	80·4	56·9	43·8	36·9	8·2
1966	97·0	57·4	15·7	78·7	55·2	42·1	33·5	7·6
1966 1st qtr.	104·9	63·4	15·6	83·7	59·8	41·9	37·8	8·1
2nd qtr.	102·1	60·1	15·7	81·8	57·1	42·4	31·7	6·3
3rd qtr.	87·8	53·0	15·2	69·8	50·4	41·9	29·9	7·1
4th qtr.	93·3	53·3	16·4	79·5	53·6	42·2	34·5	9·1
1967 1st qtr.	94·5	56·4	14·4	77·1	50·5	39·1	35·2	7·0
2nd qtr.	96·7	55·6	15·8	80·1	51·7	42·6	33·4	5·6
3rd qtr.	76·6	43·0	14·0	65·7	44·0	39·5	28·3	6·8
1966 Sept.	33·5	20·7	5·9	25·9	19·2	15·5	11·6	2·9
Oct.	32·0	18·1	5·8	27·4	18·4	14·9	11·5	3·2
Nov.	32·4	19·0	5·8	27·3	19·1	14·9	12·4	3·2
1967 Sept.	28·1	15·7	5·2	24·3	16·3	13·8	10·8	2·8
Oct.	30·7	15·3	5·6	28·0	17·6	14·9	11·9	3·0
Nov.	32·6	17·3	5·8	28·7	18·9	14·8	12·2	3·3

(a) Estimated. (b) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Orders in the textile and clothing industries

THE TREND in ordering continued upwards in November and at the end of the month order books were 5 per cent higher than at the end of August. In the three months ending November net new orders received were 4 per cent more than in the three previous months; over the same two periods, deliveries were 2 per cent less.

The above comparisons are based on the seasonally adjusted series in the accompaning table.

Textile and clothing industries (a)

Index numbers of the volume of total orders and deliveries (b)

	Orders-on-hand (end of period)		Net new orders		Deliveries	
	April 1959 = 100		Average 1959 deliveries = 100		Average 1959 deliveries = 100	
1960	136		103		103	
1961	104		91		99	
1962	100		92		93	
1963	117		100		95	
1964	124		99		98	
1965	121		98		99	
1966	105		92		97	
	Un-adjusted	Seasonally adjusted	Un-adjusted	Seasonally adjusted	Un-adjusted	Seasonally adjusted
1965 1st quarter	121	122	97	96	99	97
2nd quarter	127	123	102	101	97	99
3rd quarter	117	124	87	100	95	100
4th quarter	121	121	107	95	103	98
1966 1st quarter	122	122	100	100	101	99
2nd quarter	127	124	102	100	97	99
3rd quarter	109	115	75	86	92	96
4th quarter	105	105	93	84	97	93
1967 1st quarter	104	104	89	92	90	91
2nd quarter	107	104	93	89	90	89
3rd quarter*	100	106	81	94	88	92

	Orders-on-hand (end of period)		Net new orders		Deliveries	
	April 1959 = 100		Average 1959 deliveries = 100		Average 1959 deliveries = 100	
	Un-adjusted	Seasonally adjusted	Un-adjusted	Seasonally adjusted	Un-adjusted	Seasonally adjusted
1966 September	109	115	83	84	100	93
October	106	107	95	76	104	93
November	107	104	104	83	101	92
December	105	105	78	92	85	93
1967 January	105	104	86	92	85	90
February	105	105	97	94	97	92
March	104	104	86	90	88	91
April	106	105	99	91	93	88
May	108	106	92	87	85	87
June	107	104	88	88	92	93
July*	102	102	73	88	86	94
August*	100	103	74	96	80	90
September*	100	106	97	98	98	91
October*	103	105	111	89	101	90
November*	111	108	120	96	100	91

(a) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibre industries.
(b) At constant (average 1958) prices.
*Provisional.

Exhibitions and Fairs

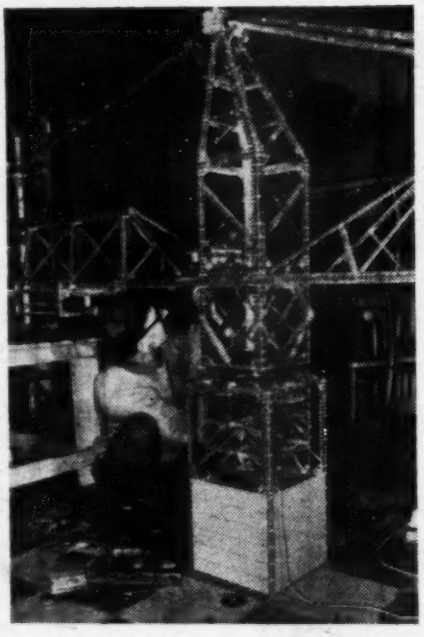
Big export prospects for British toys

'WE ARE EXPECTING more overseas buyers than ever before as a result of devaluation', said Mr. W. M. Lines, chairman of Lines Bros. Ltd., speaking on the eve of the 1968 Tri-ang Trade Fair which opened on January 2 at Tri-ang House. During the show, which will be running at the same time as the British Toy Fair at Brighton (January 28-February 1), over 100 of the Lines' home sales team, export staff and overseas agents will be there to meet overseas buyers.

Mr. Lines said that devaluation offered great opportunities to manufacturers to increase their export markets, and his company was determined to make the most of these. The average nett delivered cost to overseas customers would come down by approximately 6 per cent except where duties and taxes had altered. In the short time since devaluation export orders had increased considerably, and Lines were now making unprecedented efforts to build up their exports and general overseas business at a much faster rate than hitherto.

In general, the demand for toys was steadily increasing almost everywhere, said Mr. Lines. Lines' total export sales including exports direct from the United Kingdom were just over £16 million per annum, and about 50 per cent of their production was now being exported. Senior executives of Lines Bros. in this country had been away from home on overseas business 1,200 days during 1967.

The toys which buyers from all over the world will be looking at during the show will be the largest collection ever shown in the firm's history, and range from miniature washing machines, sewing machines, knitting machines – even a doll's house for a doll's house – to life-size walking dolls, a complete new Tri-ang range of the larger wheeled toys, educational kits which can be made up into Meccano models to demonstrate engineering and scientific principles, and the latest die-cast model cars. One of the most attractive sections contains the wooden toys of all sizes manufactured by Good-Wood Toys (Lavant) Ltd.



A spectacular model of one of the impressive tower cranes that have become an almost everyday sight in most large cities today will be provided by Meccano for the Nuremburg Toy Fair. Standing over 22ft. high with a 24ft. long jib, the crane weighs over 3 cwt. and includes over 10,000 parts which took Meccano's model builder over two months to assemble. Not just a static model however, the crane has a jib that rotates through 45 degrees and a hoist that both traverses and lifts. The model will be illuminated by 120 coloured lights and is expected to be on view at the show for three weeks.

Regina, Sasketchewan, to hold British Shopping Week

REGINA, SASKETCHEWAN, is to hold a British Shopping Week from September 5 to 14. This follows the successful British Week in Toronto and similar Shopping Weeks in St. Johns and Halifax.

The Regina Shopping Week presents splendid opportunities for British firms to sell their goods throughout the Prairies Province region. The Government of Sasketchewan, and the Mayor of Regina, as well as local department stores and shops are all co-operating in the organization of this event, designed to promote British consumer goods in an area where the demand is great.

The Board of Trade, together with the British National Export Council's Committee for Canada and the British Government Office in Regina, will be combining with the many interests in the city in both commercial and private sectors to create a British atmosphere by providing decorations for the city, display material for the shops, special features, and by arranging for visits by British craftsmen and other personalities and for a wide variety of other activities to attract the shoppers in the Regina area into the stores.

Further inquiries about this event should be made to Mr. C. S. Stappard, British Weeks and Store Promotions Directorate, Kingsgate House, 66-74 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2761).

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.*2 (606 6699). *The department has* 19 *local offices in various parts of the United Kingdom. A list was given on page* 46 *of the* Board of Trade Journal *of January* 5.

Mrs. Dunwoody to open fabrics exhibition

MRS. GWYNETH DUNWOODY, Parliamentary Secretary, Board of Trade, will be opening 'Fabric Takes A Trip', an exhibition of new British furnishing fabrics which will be presented by the Textile Council Colour Design and Style Centre at Celanese House, London, from January 29 to February 16.

Said to be far wider in scope than previous exhibitions of its kind, 'Fabric Takes A Trip' combines ideas for room settings with a static display of the very latest furnishing fabrics in cotton, man-made fibres and mixtures. On this occasion the Centre takes as its theme 'British Furnishings on the Move,' and this is related to holiday, travel and leisure activities through imaginative settings and design ideas.

British Week to be held in Tokyo in 1969

A MAJOR BRITISH week in Tokyo, to take place from September 26 to October 5, 1969, is being organized by the Board of Trade and the British National Export Council. An inaugural conference, presided over by Sir John Pilcher, HM Ambassador to Japan, was held in Tokyo on January 23 and will be attended by Mr. Michael Montague, chairman of the BNEC Asia Committee.

The British Week in Tokyo will be the most important British commercial and cultural manifestation ever held in Japan, and will provide an unrivalled opportunity for manufacturers of most types of consumer goods to gain new business in a vast and rapidly developing market. The British Week will also afford many opportunities for manufacturers of capital goods to increase their contacts in the Far East.

A full programme of supporting events is being arranged to complement the sale of British goods in the main shopping areas of the city. These are likely to include an 'inventive Britain' exhibit; displays of room furnishings and of industrial design; fashion shows; concerts and films; and numerous other events and exhibitions.

Trade between Britain and Japan has grown rapidly during the last few years and for the first 10 months of 1967 showed an increase of 33.3 per cent over the record figure for the same period in 1966.

Japanese imports of consumer and consumer durable goods in 1966 amounted to £73 million – only 2 per cent of her total imports. The British share of this £73 million amounted to some £11 million, or about 15 per cent.

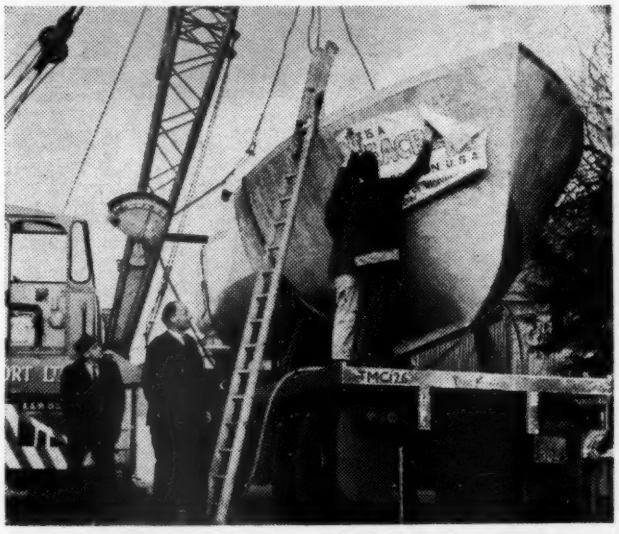
The British Week aims to increase this relatively small share of an expanding market, by showing the Japanese people what Britain has to offer.

A positive indication of the desire of the Japanese population to buy British products was given last autumn when six leading Japanese department stores held British promotions which resulted in sales of £1 million worth of British goods.

SUBSCRIPTION AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.*1; 423 *Oxford St., London, W.*1; 13*A Castle St., Edinburgh* 2; *Brazennose St., Manchester* 2; 35 *Smallbrook, Ringway, Birmingham* 5; 109 *St. Mary St., Cardiff*; 50 *Fairfax St., Bristol* 1; 7-11 *Linenhall St., Belfast* 1; *or through any bookseller.*

Mr. J. P. W. Mallalieu, Minister of State, Board of Trade (right), inspects the modern equipment inside the Board of Trade/HM Coastguard stand at the International Boat Show on January 11. The chief inspector, HM Coastguard (Cmnd. P. J. H. Bartlett), and Station Officer F. A. Young (seated) explain the working of the radio equipment fitted in the 'console'.



Bound for Boston, Massachusetts, the first Seacrete hull sold by Windboats Ltd. of Wroxham, Norfolk, is loaded on to a lorry for shipment to the United States, where it will be shown at the New England Boat Show. Mr. Donald Hagenbach, Windboats' managing director, at the foot of the ladder, will be in Boston for the duration of the show to answer questions on Seacrete hull construction.

'SHOP WINDOW FOR EXPORTS' - A BOARD OF TRADE EXPORT FILM

A new 20-minute 16 mm film in colour has been prepared for the Board of Trade by the Central Office of Information and was produced by Samaritan Films. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' which are best suited for his product.

Copies of the film are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3 (Tel. Shepherds Bush 5555).

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Overseas Trade and Exports

The second United Nations Conference on Trade and Development

Broadly the whole range of international commercial and financial questions of concern to the developing countries will be debated at the second United Nations Conference on Trade and Development (UNCTAD) which begins in New Delhi next week (February 1-March 25). One hundred and thirty-two countries are expected to take part. The British delegation will be formally in the charge of Mr. Anthony Crosland, President of the Board of Trade, who will attend the Conference for part of the time, accompanied by Mr. A. E. Oram, Parliamentary Secretary to the Ministry of Overseas Development, and Mr. W. C. Whitlock, Under-Secretary of State at the Commonwealth Office. The leader at official level will be Mr. Sidney Golt, an Under-Secretary at the Board of Trade. This article looks at the events leading up to this Conference and introduces the main issues.

The first UNCTAD Conference

THE FIRST UNCTAD Conference was held in Geneva, March-June 1964. Its actual achievements were relatively small, but to some extent this was to be expected from a Conference which was dealing for the first time with the whole range of complex questions affecting the trade and development of the developing countries. On most matters of commercial policy (for example, on commodities and tariff preferences for manufactures) the recommendations of that Conference were essentially a record of the wishes of the developing countries and the willingness of the developed countries to consider them. There was more substance, however, in the field of aid. Here all the Western developed countries agreed to aim at a flow of resources representing 1 per cent of their respective national incomes, and it was also agreed to ask the IBRD (the World Bank) to study a British/Swedish proposal for a scheme for 'supplementary finance' to help developing countries which suffered unforeseen shortfalls in their export earnings. But the principal immediate achievement of UNCTAD I was the creation of permanent institutions to continue discussions and prepare for a second Conference.

The central permanent UNCTAD institution is the Trade and Development Board, on which 55 countries (including the United Kingdom) are represented, both developed and developing. The Board and its subsidiary committees, concerned with commodities, manufactures, invisibles and financing for trade and shipping, have met regularly since the first UNCTAD Conference. There is also a permanent UNCTAD Secretariat which is housed in Geneva and whose Secretary-General is Dr. Raul Prebisch.

The Seventy-seven and the Algiers Charter

Although it became clear at UNCTAD I that there was no unanimity of views either among the developed countries or among the developing countries, the general confrontation was between the developed and developing countries and not, as had been feared, between East and West on strictly political lines. In order to strengthen their tactical position at the Geneva Conference the developing countries organized themselves into a group – 'The Seventy-seven'. This group, now comprising 86 countries, has held various meetings to co-ordinate their policies in advance of the second UNCTAD Conference, culminating in the meeting at Algiers last October. At Algiers they agreed upon a common policy document, the 'Charter of Algiers', representing their hopes for UNCTAD II, and decided to send 'high-level goodwill missions' to countries belonging to the other groupings of UNCTAD in order to present and explain the Charter. There have been six such missions. One (the first to get going) visited the United Kingdom in the middle of November.

The Charter of Algiers draws attention to the poor economic performance of the developing countries compared with that of the developed countries, and puts forward an 'action programme' for dealing with their various problems. This programme calls (among other things) for:

(1) international agreements on certain individual commodities with provision where appropriate for buffer stocks;
(2) the removal of tariffs, quotas and other restrictions by the developed countries on the import of primary commodities from the developing countries;
(3) a new generalized system of tariff preferences in the markets of the developed countries for the manufactures and semi-manufactures of all the developing countries;
(4) commitments by those countries with centrally planned economies to increase the rate of growth of their imports of manufactures and semi-manufactures from the developing countries;
(5) the improvement of the volume and terms of development finance;
(6) lower freight rates for shipping.

OECD and preferences

The principal forum available to the developed countries for discussing the trade and aid problems of the developing countries is the Organization for Economic Co-operation and Development. At a meeting in Paris (November 30-December 1, 1967) the OECD Ministers considered the question of generalized preferences for the manufactures and semi-manufactures of the developing countries which had been the subject of a special study in the OECD. They agreed that the broad lines of this study should serve as a common basis for their Governments at the second UNCTAD. Of course, a great deal more discussion will be required before this concept of special tariff treatment can be translated into action. Although the agreement reached at the OECD meeting was a considerable advance, some questions on the arrangements for special tariff treatment remain open. For example, there are differences of opinion among the developed countries on whether such arrangements would necessitate the phasing out of existing preferences extended by some developing countries to some developed countries (notably preferences granted to the EEC and United Kingdom under the Yaounde and Commonwealth arrangements respectively).

The second UNCTAD Conference

Like the first UNCTAD Conference, the second will not be a negotiating conference as such. Nevertheless, there will be a great deal of work to get through, since the agenda covers virtually all topics relevant to the trade and aid of the developing countries. These fall broadly under five main headings.

Commodities. Most of the developing countries depend heavily on the export of primary commodities – raw foodstuffs, raw materials and oil – and some depend almost entirely on just one or two. It follows, therefore, that commodity prices are of the utmost relevance to their economic welfare. On the other hand, discussions on commodities over the years have shown clearly that the attendant problems vary from commodity to commodity, and that there is no general formula for pricing and marketing that can be applied simply to all commodities. (Some commodities, for example, are peculiarly subject to competition from synthetics.) The British Government at present takes part in all discussions on individual commodities designed to see whether prices can be stabilized at levels which are fair both to consumers and producers, and is a signatory to the existing international commodity agreements.

Manufactures. The acceptance by the OECD countries of the principle of granting special tariff treatment on imports of manufactures and semi-manufactures from all the developing countries means that the concept of generalized preferences will figure prominently in the discussions at UNCTAD II. Certainly it is to be hoped that the acceptance of general guide-lines for special tariff treatment will turn out to be a positive contribution of UNCTAD II to the trade problems of the developing countries. Such an outcome would be very satisfactory to the British Government, which, among the developed countries, took the lead in supporting the concept of generalized preferences, under certain conditions, at UNCTAD I in 1964. (One of these conditions is that the Commonwealth countries should agree to give up their contractual preferences in the United Kingdom market in exchange for the compensating benefits of freer entry into the markets of other developed countries.)

Aid. The debate at UNCTAD II will cover all aspects of aid – volume, terms, debt problems, aid tying and supplementary financial measures. As far as volume is concerned, much will depend on the outcome of negotiations on the replenishment of the International Development Association (IDA) which grants credits for projects of high development priority on relatively easy terms.

On the terms of aid the two main issues will be the wish of the developing countries to see a steady softening of interest rates and a lengthening of maturities with the ultimate aim of all development finance lending being on interest-free terms with very long maturities. Consideration will also be given to the harmonization of the terms applied for such lending to individual countries. Pressure for the softening of terms will be related to the increased burden of both official and commercial debt accepted by the developing countries. The developing countries will criticize the increasing extent of the tying of aid to the purchases of goods of the donor country and will urge the donors to reduce such tying and to take measures to mitigate its effects. The donor countries' approach to this will be influenced by balance of payments considerations.

Other measures which have a bearing on the future outlook for aid include the proposed scheme for 'supplementary financial measures' – a scheme resulting from a joint Swedish-United Kingdom initiative at UNCTAD I designed to deal with problems arising from unforeseen shortfalls in the export earnings of developing countries which threaten disruption of their development plans. This proposal has been the subject of much study since it was first suggested, and it is hoped that progress will be made at UNCTAD II towards agreement on the principles of a feasible and generally acceptable scheme.

Regional integration. The expansion of trade and economic integration among the developing countries themselves are likely to be major subjects for debate at UNCTAD II. The developing countries differ on the approach towards regional integration, but at any rate some progress has been made in Latin America where two free trade areas are coming into effect and for which there is now a proposal for an all-embracing Common Market. The Secretary-General of UNCTAD has proposed that developing countries should indicate at UNCTAD II their plans for economic co-operation among themselves, and that developed countries should indicate the nature of the support they are prepared to give these efforts.

Shipping. The main issues here are likely to be the demands of the developing countries that the maritime countries should accept the practice of flag discrimination as a legitimate means of fostering 'infant' merchant marines in developing countries, and that UNCTAD should take over responsibility for questions of international maritime law from the existing inter-governmental bodies dealing with this subject. The developing countries, most of whom are users, rather than providers, of international shipping services, are also likely to criticise the existing level of freight rates, particularly those charged by cargo-liner operators.

Prospects for UNCTAD II

There is no doubt that the results of the first UNCTAD Conference have proved disappointing to the developing countries. However, the institutional machinery created at the first UNCTAD – the Trade and Development Board and its subsidiary committees and special groups, and also the UNCTAD Secretariat – have enabled the dialogue between the developed and the developing to be continued. This dialogue is helpful to the extent that it helps to spread greater understanding of the complexities involved and thus encourages a more realistic approach in the search for acceptable solutions. The success of UNCTAD II will very much depend on this growing sense of realism.

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TRADE AND FINANCIAL ARRANGEMENTS

Trade between the United Kingdom and Eastern Germany

THE CONFEDERATION of British Industry and the East German Chamber of Foreign Trade met in London during the week beginning January 8 to negotiate trade arrangements for 1968.

After reviewing the development of trade in 1967 the parties agreed to recommend to their authorities further trade in each direction for the period January 1-December 31, 1968, of £18.25 million (making a total provision for imports and exports together of £36.5 million). The details will be published by both sides after approval by the competent authorities in both countries.

Double taxation

THE BOARD of Inland Revenue has made the following announcements:

Fiji

The arrangement amending the one made with Fiji in 1950 was published on Janary 17 as a Schedule to a draft Order in Council.

Faroe Islands

It has been agreed that the modifications to Article XVII of the Double Taxation Convention between the United Kingdom and Denmark which are contained in the protocol signed on July 7, 1966, should be applied to the extension of that Convention to the Faroe Islands. Details were published on January 17 as a Schedule to a draft Order in Council.

Australia

The Double Taxation Agreement with Australia, which was signed on December 7, 1967, was published on January 17, as a Schedule to a draft Order in Council.

Brunei

The arrangement amending the one made with Brunei in 1950 was published on January 17 as a Schedule to a draft Order in Council.

Gilbert and Ellice Islands Colony

The arrangement amending the one made with the Gilbert and Ellice Islands Colony in 1950 was published on January 17 as a Schedule to a draft Order in Council.

India and the USSR

ON DECEMBER 26 the Governments of India and the USSR signed a new trade agreement envisaging total trade of £167 million between the two countries during 1968.

The agreement will cover the import into India of capital goods, spares and components for maintaining the production programmes of the various Soviet-assisted projects. Provision has also been made for imports of large quantities of fertilizers including ammonium sulphate, non-ferrous metals, raw asbestos, wood pulp and newsprint. Exports from India to the USSR will include a large number of manufactured items such as ready-made garments, rolled-steel products and leather shoes in addition to such traditional items as tea and coffee.

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2277), quoting reference CRE 2133/G.

Mr. Anthony Wedgwood Benn (centre), Minister of Technology; Mr. Fred Mulley (right), Minister of State at the Foreign Office; and Academician V. A. Kirillin, deputy chairman of the Council of Ministers of the USSR and chairman of the State Committee of the Council of Ministers of the USSR for Science and Technology, signing a Technological Agreement in London on January 19 on behalf of their respective Governments. The Agreement, which came into force on the date of signature, provides a basis for a wide range of technological collaboration between the two countries. The main method of collaboration in the initial stages will be for working parties representing both sides to meet and examine in detail the possibilities of collaboration in the specific areas to which the two Ministers have agreed. The Agreement contains provision for reviews, normally once a year.

Prohibition of certain postal imports into Italy

THE ITALIAN postal administration has stated that due to the risk of foot and mouth disease, it has imposed a temporary ban on the importation by post from the United Kingdom (including the Channel Islands and the Isle of Man) of fresh or frozen meat.

Prohibition on sending cheese by post to Norway

THE NORWEGIAN postal administration has stated that due to the risk of foot and mouth disease it has imposed a temporary ban on the importation by post of cheese from the United Kingdom (including the Channel Islands and the Isle of Man).

This prohibition should be brought to the notice of anyone known to be interested in sending parcels or packets to Norway.

Italy and Albania

THE ITALIAN Ministry of Foreign Trade announced on November 25, 1967 the signing at Tirana of a Protocol revising the quota lists as established under the long-term trade agreement of December 19, 1964.

The revised lists show increases in the quotas for Italian exports of metal goods including steel ropes and cables, various pharmaceutical and chemical products, including insecticides, oil extraction.

Some of the Albanian export quotas have been increased including those for mineral ores, bitumen, foodstuffs, crude petroleum, wood products.

The Italian text of the quota lists can be seen at Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466/7 and 7069) quoting CRE 2922/G.

Italy/Hungary trade agreement

THE COMMISSION provided for under the Italian/Hungarian Long Term Agreement signed in 1965 met in Rome in November 1967 and concluded new arrangements for trade in 1968.

A previous notice appeared in the *Board of Trade Journal* of January 20, 1967, page 166. A revised list of quotas can be seen at Export Services Branch (Tariff Section), Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466/467), Ref: CRE 7200/G.

Norway - USSR protocol

A PROTOCOL covering the exchange of goods between Norway and the USSR during the years 1968-1970 was signed in Moscow on December 9, 1967. As before, detailed lists of goods to be exchanged are appended but, unlike hitherto, no quantities or values have been attributed to the commodities mentioned. The total exchange, however, is expected to be at roughly the 1967 level.

The list of Norwegian goods for export to the USSR includes machinery and equipment, paint, chemicals, paper and paper products, fish, clothing, skins and furs. The Soviet list includes a wide range of machinery and equipment, passenger cars, tractors, ships and ships equipment, aircraft and aircraft equipment, various oil and mineral products and consumer goods.

Inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458/9 or 461).

Poland and Hungary

THE POLISH press recently announced the signing in Warsaw of a trade protocol for 1968.

Poland will export machines, equipment, coal, coke, aluminium, radio sets, sewing machines, bicycles and motor bicycles and will import aluminium oxide, bauxite, zinc concentrates, consumer goods, including footwear and furniture, buses, special types of vehicles and forestry tractors.

All inquiries relating to this notice should be addressed to Board of Trade, Export Services Branch, Tariff Section, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 467) quoting reference CRE 9116/G.

Poland and Albania

THE POLISH press recently announced the signing in Warsaw of a trade protocol for 1968.

Poland will export to Albania industrial plant, coke, iron and steel products, chemicals and consumer goods and will import chrome ore, petroleum, asphalt, copper and fresh and processed fruit.

All inquiries relating to this notice should be addressed to Board of Trade, Export Services Branch, Tariff Section, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 467), quoting references CRE 5550/G.

Malawi buying and trade agents in London

THE MALAWI Buying and Trade Agents are established at Abbey House, 6 Victoria Street, Westminster, S.W.1. This organization is the buying agency in the United Kingdom for the Government of Malawi and various Malawi statutory bodies. Interested firms may send catalogues/price lists for the attention of the Chief Buyer.

The Agency deals also with the promotion of trade, investment and tourism in respect of Malawi, inquiries concerning which should be addressed to the Chief Agent.

Australian postal strike

THE British High Commission in Canberra has reported that the Australian Postal Strike is causing considerable disruption to the mail service and that there will be delays for some time even after the strike has been settled. Firms are therefore warned of inevitable delays in the handling of their inquiries in Australia.

Reports on overseas markets in the 'Export Service Bulletin'

IN THE *Board of Trade Journal* of October 13, 1967, a list was published of the Market Reports contained in the *Export Service Bulletin* during the preceding three months. Exporters have found this useful, and it will be brought up to date at quarterly intervals; the list below covers the period October-December 1967.

These Market Reports are prepared by HM Commercial Officers in overseas countries, and each describes the prospects in a particular territory for the export of certain goods. In many cases they show that openings exist which are at present not being exploited to the full by British exporters. They are written as a result of special inquiries undertaken and of the continuous flow of information arising from daily contacts with British exporters, local consumers, distributors and producers. Information is cross-checked before acceptance.

They thus contain reliable and up-to-date information, collected at first hand on behalf of British industry. While they are not, and do not purport to be, a substitute for market research into openings for the products of individual firms, they do give a general picture of market prospects, the type of competition to be met, the tariff and import licensing positions, which no firm in the industry covered by the report can afford to miss if it is currently exporting, or is prepared to consider exporting, to the country concerned.

A subscription to the *Bulletin* (which contains much useful information in addition to Market Reports) costs 10 guineas per annum, and single copies may be purchased for 2s.; both are obtainable on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 433). Information for United Kingdom exporters will be found on page 263.

MARKET REPORTS (BY COUNTRY)

Country	*Commodity*	Bulletin No.
United States	Cotton Textile Machinery	198
Lebanon	Pharmaceutical Products	226
Bulgaria	Motor Industry	229

MARKET REPORTS (BY COMMODITY)

Commodity	*Country*	Bulletin No.
Cotton Textile Machinery	United States	198
Pharmaceutical Products	Lebanon	226
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Export Service Bulletin

DURING THE quarter ended December 31, 1967, the *Export Service Bulletin* published information about export opportunities open to British firms. Many of these were specific inquiries for goods of

(Continued on next page)

EXPORT SERVICE BULLETIN, *continued*

British origin, while others were international calls for tender invited by overseas government purchasing bodies.

An abridged classified analysis of these inquiries is given below. Reports covering important economic developments and general economic conditions in most overseas countries have also been published during the quarter. Particulars can be obtained from Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7058).

Quarter ended December 31, 1967

Commodity	No. of Inquiries
Aircraft and watercraft	75
Antiques and works of art	—
Baby and invalid carriages	1
Boots, shoes and slippers	16
Brushes and brooms	6
Building supplies	134
Ceramic products	31
Chemicals, oils, fats, greases and paints	297
Clothing	92
Contracts	331
Cosmetics, toilet preparations, perfumery and hairdressing equipment	18
Domestic appliances	59
Druggists sundries	25
Drugs and pharmaceutical preparations	43
Electrical machinery and apparatus	882
Fancy goods	34
Foodstuffs, beverages and tobacco	68
Furniture and floor coverings	47
Glass and glassware	25
Hard haberdashery	6
Iron and steel	418
Jewellery, cutlery, goldsmiths' and silversmiths' wares	14
Leather and imitation leather	6
Leather goods	4
Livestock and appliances and equipment	18
Machinery and plant (including machine tools)	1,354
Medical and surgical instruments and appliances	128
Metalwares	15
Mineral products	66
Musical instruments	14
Non-ferrous metals	211
Office machinery and equipment	80
Paper, printed matter and stationery	188
Photographic and cinematographic equipment	33
Plastics materials	71
Prefabricated houses and buildings	8
Radio apparatus (including record players, television receivers and tape recorders)	105
Railway equipment	162
Rubber manufactures	64
Scientific and optical instruments	240
Soap and cleansing preparations	13
Spectacleware, opticians' supplies	5
Sports goods	33
Textiles	192
Timber, wood manufactures	13
Tools, hand and engineers' small (including portable power tools)	129
Toys, games and model engineering	18
Vehicles and parts	174
Watches and clocks	13

Number of inquiries by Commodity published in the *Export Service Bulletin* for the year ended December 31, 1967

Commodity	No. of Inquiries
Aircraft and watercraft	268
Antiques and works of art	8
Baby and invalid carriages	7
Boots, shoes and slippers	110
Brushes and brooms	37
Building supplies	582
Ceramic products	201
Chemicals, oils, fats, greases and paints	1,052
Clothing	487
Contracts	1,260
Cosmetics, toilet preparations, perfumery and hairdressing equipment	91
Domestic appliances	314
Druggists sundries	127
Drugs and pharmaceutical preparations	238
Electrical machinery and apparatus	3,429
Fancy Goods	161
Foodstuffs, beverages and tobacco	362
Furniture and floor coverings	228
Glass and glassware	130
Hard haberdashery	45
Iron and steel	1,701
Jewellery, cutlery, goldsmiths' and silversmiths' wares	115
Leather and imitation leather	49
Leather goods	42
Livestock and appliances and equipment	65
Machinery and plant (including machine tools)	5,421
Medical and surgical instruments and appliances	489
Metalwares	65
Mineral products	249
Musical instruments	68
Non-ferrous metals	845
Nuclear power projects	451
Office machinery and equipment	295
Paper, printed matter and stationery	698
Photographic and cinematographic equipment	158
Plastics materials	228
Prefabricated houses and buildings	43
Radio apparatus (including record players, television receivers and tape recorders)	572
Railway equipment	608
Rubber manufactures	250
Scientific and optical instruments	917
Shop fronts and fittings	8
Soap and cleansing preparations	58
Spectacleware, opticians' supplies	25
Sports goods	107
Textiles	841
Timber, wood manufactures	92
Tools, hand and engineers' small (including portable power tools	495
Toys, games and model engineering	86
Vehicles and parts	825
Watches and clocks	36
Miscellaneous	52
Total	23,218

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following:

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Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 886143 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ARGENTINA

Ministerio De Obras Publicas:
(11/68) Excavators; Semi Trailers. (Further Information.) Tender documents now available. E.S.B. 976/68.*
(11/68) Dredgers: Pipelines. February 8. E.S.B. 1182/68.*

AUSTRALIA

(15/68) Construction of Bridge for Commissioner for Main Roads. April 19. E.S.B. 1644/68.
Commonwealth Department of Supply:
(14/68) Air Traffic Control Facilities. February 13. E.S.B. 1656/68.
(14/68) Powder Filling Machine. February 28. E.S.B. 1654/68.*
(14/68) Milling Machine. February 14. E.S.B. 1655/68.*
(14/68) Yarn Twisting Machine for Commonwealth Scientific and Industrial Research Organization. February 21. E.S.B. 1638/68.*
(14/68) Winches for Melbourne Harbour Trust Commissioners. February 16. E.S.B. 1640/68.
(14/68) Construction of Interceptor Sewer for Melbourne and Metropolitan Board of Works. February 9. E.S.B. 1651/68.
Victorian Railways:
(11/68) Disc Wheels. (Further Information.) Closing date postponed to February 7. E.S.B. 45131/67.*
(14/68) Lathe. February 7. E.S.B. 1653/68.*

BELGIUM

Supreme Headquarters Allied Powers Europe:
(14/68) Curtains and Pelmets. February 13. E.S.B. 1639/68.*
(14/68) Detergent: Dishwashing Liquid: Liquid Soap. February 15. E.S.B. 1659/68.*

BRAZIL

(16/68) Tractors for Secretariat of Agriculture. March 4. E.S.B. 1808/68.*

BURMA

(16/68) Pharmaceuticals for Pharmaceutical Industry. February 13. E.S.B. 1855/68.*
(11/68) Power Plant for Electricity Supply Board. March 7. E.S.B. 1186/68.*
Industrial Development Corporation:
(11/68) Pneumatic Loader. February 15. E.S.B. 1316/68.*
(11/68) Oil Purifier. February 10. E.S.B. 1315/68.*
(11/68) Centrifuge. February 10. E.S.B. 1314/68.*
Myanma Export Import Corporation:
(11/68) Taps and Dies. February 10. E.S.B. 1311/68.
(15/68) Tractor Spare Parts. February 12. E.S.B. 1820/68.*
(15/68) Vehicle Tubes. February 7. E.S.B. 1814/68.*
(15/68) Tyres. February 7. E.S.B. 1815/68.*
(15/68) Nylon Yarn. February 9. E.S.B. 1816/68.*
(16/68) Vehicle Spare Parts. February 7 E.S.B. 1817/68.*

Frank Thrower of Dartington Glass and Portmeirion Potteries has obtained orders from Scandinavia for mouth-blown, hand-made glass made to new British designs at the Dartington Glass Factory in Torrington, Devon, by Swedish craftsmen. Orders include wine-glasses in the 'Victoria', 'Knightsbridge' and 'Ball' ranges, and candlestick/flower vases.

(16/68) Vehicle Spare Parts. February 1. E.S.B. 1883/68.*
People's Oil Industry:
(11/68) Petrol Engine Spare Parts. March 15. E.S.B. 1318/68.*
(16/68) Drawing Office Equipment. March 15. E.S.B. 1851/68.*
(16/68) Valves. February 29. E.S.B. 1860/68.*
(16/68) Oil Well Equipment. February 29. E.S.B. 1891/68.*
(16/68) Laboratory Equipment. February 17. E.S.B. 1858/68.*
(16/68) Chemicals. February 29. E.S.B. 1859/68.*
(16/68) Chemicals. February 17. E.S.B. 1838/68.*
(16/68) Drawing Materials. February 25 E.S.B. 1831/68.*
(16/68) Washers, Bungs and Flanges. February 15. E.S.B. 1830/68.*
(16/68) Firebricks. February 15. E.S.B. 1854/68.*
Public Works Corporation:
(16/68) Constructional Hand Tools. February 26. E.S.B. 1867/68.*
(16/68) Impact Wrenches. February 9. E.S.B. 1866/68.*
(16/68) Bitumen Sprayers and Heaters. February 26. E.S.B. 1853/68.*
(16/68) Battery Plates. February 9. E.S.B. 1835/68.*
(16/68) Bailey Bridges and Spare Parts. February 23. E.S.B. 1818/68).*
State Timber Board:
(16/68) Boiler. February 29. E.S.B. 1868/68.*
(16/68) Electric Grinder. February 29. E.S.B. 1864/68.*
(16/68) Chain Saws. February 29. 1857/68.*
(16/68) Time Recorders. February 29. E.S.B. 1846/68.*
Textile Mills (I.D.C.):
(11/68) Power Grinder. February 10. E.S.B. 1310/68.*
(16/68) Tallow. February 10. E.S.B. 3234/68.*
(16/68) Kraft Paper. February 10. E.S.B. 1861/68.*
(16/68) Sizing Material. February 19. E.S.B. 1819/68.*
(16/68) Dyes, Chemicals and Textile Auxiliaries. February 10. E.S.B. 1862/68.*

CANADA

B.C. Hydro and Power Authority:
(12/68) Supervisory Control and Telemetering Equipment. February 20. E.S.B. 1373/68.
(14/68) Disconnect Switches. March 26. E.S.B. 1657/68.

CEYLON

(15/68) Resin Glue for Ceylon Plywood Corporation. March 7. E.S.B. 1813/68.*

COLOMBIA

(14/68) Waterworks Equipment for Empres Publicas de Pereira. February 26. E.S.B. 1637/68

ETHIOPIA

(15/68) Radio Transmitting and Receiving Equipment for Imperial Board of Telecommunications. February 23. E.S.B. 1805/68.*

FORMOSA

Central Trust of China:
(15/68) Crane. February 15. E.S.B. 1676/68.*
(15/68) Steel Plates. February 12. E.S.B. 1677/68.*
(15/68) Front-End-Loader. February 9. E.S.B. 1666/68.*
(15/68) Tank Gauge; Tank Seal and Drainpipe Assembly. February 12. E.S.B. 1668/68.*
(15/68) Recorder Announcer. February 7. E.S.B. 1801/68.*
(15/68) Fork-Lift Truck. February 12. E.S.B. 1700/68.*
(15/68) Ball Bearings and Grease Fittings. February 15. E.S.B. 1698/68.*
(15/68) Steel Valves. February 14. E.S.B. 1802/68.*
(15/68) Bearings. February 7. E.S.B. 1665/68.*
(15/68) Al-ni Master Alloy. February 16. E.S.B 1667/68.*
(15/68) Chemicals. February 12. E.S.B. 1697/68.*
(15/68) Belt Connection Plates and Rivets. February 16. E.S.B. 1669/68.*
(15/68) Glycyrrhiza Extract. February 16. E.S.B. 1670/68.*
(15/68) Gas Cylinders. February 12. E.S.B. 1671/68.*
(15/68) Cable Laying Tools and Equipment. February 9. E.S.B. 1672/68.*
(15/68) Steel; Welding Electrodes. February 13. E.S.B. 1675/68.*

GREECE

(15/68) Transmitters, Television and Radio for Hellenic National Broadcasting Institute. (Further Information.) E.S.B. 44059/67.*
(15/68) Stapling Machine; Letter Cutting Machine; Electro Welding Set for Ministry of Commerce. February 9. E.S.B. 1630/68.*
(12/68) Meteorological Instruments for Ministry of Communications Civil Aviation Administration. February 10. E.S.B. 1369/68.*

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

The **Export Service Bulletin** *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy, get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7058, Telex 886143, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

HONG KONG GOVERNMENT OFFICIAL PUBLICATIONS
are on sale at
Hong Kong Government Office,
54, Pall Mall, London, S.W.1.

Public Power Corporation:
(12/68) Electronic Valves and Transistors. February 20. E.S.B. 1370/68.
(12/68) Multi-Meter & Transistor Testing Instrument. February 20. E.S.B. 1371/68.

INDIA

Bhabha Atomic Research Centre:
(14/68) Helium Leak Detector. February 21. E.S.B. 1621/68.
(14/68) Scintillation Detecting System. February 22. E.S.B. 1622/68.
(14/68) Electromagnetic Vibrators. February 22. E.S.B. 1627/68.
(14/68) Helium Leak Detector. February 22. E.S.B. 1623/68.
(14/68) Microscope Heating Stage. February 23. E.S.B. 1624/68.
(14/68) Stainless Steel Plates. February 23. E.S.B. 1625/68.
(14/68) Polishing Unit. February 23. E.S.B. 1626/68.
Bihar State Electricity Board:
(13/68) Shunt Capacitor. February 7. E.S.B. 1385/68.
(15/68) Chemical Manufacturing Plant and Equipment. March 4. E.S.B. 1695/68.*
(15/68) Steel Pins and Bushes for Chittaranjan Locomotive Works. February 23. E.S.B. 1694/68.
Director General of Supplies and Disposals:
(14/68) Milling Machine. February 13. E.S.B. 1400/68.*
(14/68) Torsion Bar Testing and Presetting Machine. February 16. E.S.B. 1646/68.*
(14/68) Boring and Milling Machines. February 15. E.S.B. 1649/68.*
(14/68) Spindle Units. February 20. E.S.B. 1650/68.*
(14/68) Shot Blasting Machine. (Further Information.) Tender to be obtained from indigenous sources. E.S.B. 1167/68.*
(14/68) Hydraulic Hob Sharpening Machine. (Further Information.) Bids for imported equipment will be considered for purchase from free foreign exchange resources. E.S.B. 1177/68.*
(14/68) Electrolytic Tool and Cutter Grinder. (Further Information.) Bids for imported equipment will be considered for purchase from free foreign exchange resources. E.S.B. 1178/68.*
Indian Railways:
(15/68) Cable. (Further Information.) Tender documents now available. E.S.B. 1189/68.*
Railway Electrification:
(11/68) Railway Electrification Equipment. May 9. E.S.B. 1193/68.
(11/68) Cable. March 4. E.S.B. 1189/68.
(12/68) Sand Conditioning Plant for South Central Railway. February 13. E.S.B. 1356/68.
U.P. State Electricity Board:
(11/68) Lightning Arrestors. February 7. E.S.B. 1165/68.
(14/68) Trasformers. March 5. E.S.B. 1648/68.
(14/68) Ash-Handling System. February 8. E.S.B. 1647/68.

IRAQ

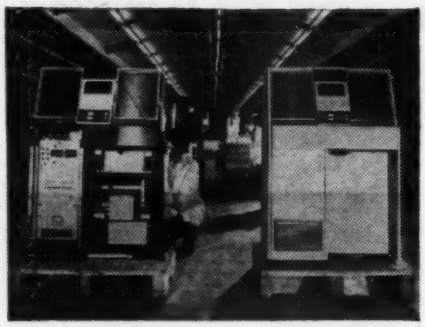
(12/68) X-Ray Equipment for Ministry of Health February 11. E.S.B. 1359/68.
(12/68) Civil Engineering and Technological Work for Ministry of Industry. March 31. E.S.B. 1363/68.
Ministry of Municipalities and Works:
(12/68) Water Supply Project. April 2. E.S.B. 1364/68.
(12/68) Construction of Hospital. February 27. E.S.B. 1362/68.
(12/68) Water Supply System. April 2. E.S.B. 1360/68.
(12/68) Road Works for Ministry of Transport. February 24. E.S.B. 1361/68.

IRISH REPUBLIC

13/68) Road Materials, Cement and Lime for Carlow County Council. February 9. E.S.B. 1392/68.
(13/68) Contractors' Plant Hire for Cork County Council. February 16. E.S.B. 1384/68.
(12/68) Construction of Spillway and Access Roads for Electricity Supply Board. February 12. E.S.B. 1341/68.
(14/68) Sound Control Console for Radio Telefis Eireann. February 28. E.S.B. 1632/68.
(13/68) Hire of Contractors' Plant for Tipperary (North Riding) County Council. February 16. E.S.B. 1393/68.
(14/68) Lift for Tipperary (S.R.) County Council. February 8. E.S.B. 1633/68.

KENYA

15/68) Cable for East African Posts and Telecommunications Corporation. March 7. E.S.B. 1803/67.



Part of the production line set up in the Winsford, Cheshire, factory of English Electric computers for the manufacture of paper tape readers for System 4 computers. Power supplies for System 4 computers and other peripheral devices are also manufactured at Winsford. Just six months after opening, the factory employs 1,000 people and already two computers have been delivered – a System 4-30 to Leicester Corporation and a System 4-50 to South Africa.

LEBANON

(12/68) Refuse Collecting Vehicles for La Commission Des Adjudications Municipales. (Further Information.) A copy of the official translation of the tender documents now available. E.S.B. 1198/68.*

LIBYA

Ministry of Finance (Central Tender Board):
(13/68) Construction of Buildings. February 26. E.S.B. 1397/68.
(13/68) Furnishings; Heating Installations. February 12. E.S.B. 1398/68.

MALAYSIA

(11/68) Radio Communication Equipment for Director General of Communications. February 20. E.S.B. 1199/68.*
(15/68) Cables; Earthing Electrode System for National Electricity Board. April 2. E.S.B. 1661/68.
(16/68) Electrical Equipment for Sabah Electricity Board. March 4. E.S.B. 1825/68.*

MALTA

Malta Electricity Board:
(14/68) Transmission Poles. February 13. E.S.B. 1645/68.*
(14/68) Lamps. February 13. E.S.B. 1643/68.*

NIGERIA

(14/68) Telecommunication Equipment for Electricity Corporation of Nigeria. (Further Information.) Closing date postponed to February 9. E.S.B. 44074/67.

PAKISTAN

Director of Supply:
(15/68) Studio Bulbs. February 10. E.S.B. 1809/68.*
(15/68) Studio Lights and Bulbs. February 8. E.S.B. 1810/68.*

PHILIPPINES, REPUBLIC OF

(15/68) Reinforcing Steel; Cement for National Waterworks and Sewerage Authority. February 20. E.S.B. 1662/68.*

SINGAPORE, REPUBLIC OF

Singapore Polytechnic:
(14/68) Alternator. February 16. E.S.B. 1641/68.*
(14/68) Rubber and Plastics Production Equipment. February 16. E.S.B. 1642/68.*

SOUTH AFRICA

Cape Provincial Tender Board:
(13/68) Raffia. February 16. E.S.B. 1602/68.*
(13/68) Tools. February 9. E.S.B. 1603/68*
(13/68) Transformers; Milliammeters. February 13 E.S.B. 1604/68.*
(15/68) Soil Sterilization Mixer. March 8. E.S.B. 1692/68.*
(15/68) Spreading Machines. March 8. E.S.B. 1693/68.*
(15/68) Rotary Brooms. March 8. E.S.B. 1804/68.*
(15/68) Platform Trucks with Crane for Transvaal Provincial Administration. February 16. E.S.B. 1674/68.*

SPAIN

(12/68) Mechanical Port Equipment for Ministerio de Obras Publicas. (Further Information.) Closing date postponed to April 16. E.S.B. 37258/67.

THAILAND

(15/68) Construction of Battery Container Plant and Separator Plant for Battery Organization. March 5. E.S.B. 1682/68.*
Provincial Electricity Authority:
(13/68) Transformers (3). February 7. E.S.B. 1377/68.*
(13/68) Transformers. February 9. E.S.B. 1379/68.*
(13/68) Transformers. February 8. E.S.B. 1378/68.*
State Railway of Thailand:
(15/68) Insulation Tester. February 28. E.S.B. 1680/68.
(15/68) Steel. February 9. E.S.B. 1685/68.
(15/68) Steel Rails and Accessories. March 6. E.S.B. 3094/68.*
(15/68) Steel Plates. February 9. E.S.B. 1684/68.
(15/68) Steel Bars. February 12. E.S.B. 1686/68.
(15/68) Telephone Cable for Telephone Organization of Thailand. February 7. E.S.B. 1681/68.

TUNISIA

(14/68) Kitchen and Laundry Installations for The Secretariat D'Etat aux Travaux Publics et a l'Habitat. February 19. E.S.B. 1615/68.*

TURKEY

16/68) Air Conditioners for P.T.T. Genel Muduringu. February 21. E.S.B. 1834/68.*

UNITED STATES OF AMERICA

(15/68) Transformer; Panel Board for United States Department of the Interior Bureau of Reclamation. February 5. E.S.B. 1691/68.*

URUGUAY

Administracion de Combustibles Alcohol y Portland:
(12/68) Thermometers. February 21. E.S.B. 1355/68.*
(12/68) Pyrotechnic Signals. February 14. E.S.B. 1354/68.*
(12/68) Pumping Equipment. February 20. E.S.B. 1352/68.*
(12/68) Adding and Listing Machine. February 20. E.S.B. 1353/68.*
(12/68) X-Ray Chemicals for M.S.P. (Ministry of Public Health). February 20. E.S.B. 1351/68.
U.T.E. (State Electricity Board):
(12/68) Babbit Metal. 1st call February 23, 2nd call March 7. E.S.B. 1366/68.
(12/68) Electric Light Bulbs. 1st call February 13, 2nd call February 20. E.S.B. 1365/68.

VENEZUELA

Ministry of Health:
(15/68) Anti-Helmintic Medicaments. February 9. E.S.B. 1690/68.
(15/68) Cement Mixers; Relay Equipment; Projectors; Theodolites. February 8. E.S.B. 1688/68.
(15/68) Insecticides; Fork Lift Trucks; Winches; Marine Motors; Pumping Equipment; Medical Equipment; Tubing. February 9. E.S.B. 1689/68.

VIETNAM

(12/68) Photographic Film and Chemicals for Central Procurement and Supply Authority. February 8. E.S.B. 1372/68.*

ZAMBIA

Central Supply and Tender Board:
(11/68) X-Ray Films. February 16 E.S.B. 1322/68.*
(11/68) Surgical Gloves. February 16. E.S.B. 1321/68.*

OVERSEAS COMMERCIAL POSTS

service of the United Kingdom exporter. A full list of their addresses is given on pages Over 200 official commercial posts in all the main centres of world trade are at the i-xii of December 8 issue.

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Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 427, Telex 886143, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Argentina
(11/68) Manufacture under licence – aerosol containers. E.S.B. 2145/68.

Australia
(12/68) Agency inquiry for electronic components; insulating materials. E.S.B. 1259/68.
(14/68) Agency inquiry for stretch nylon lace and yarn. E.S.B. 40581/67.
(11/68) Inquiry for machine tools. E.S.B. 2105/68.
(12/68) Inquiry for cycle hubs; hospital equipment and appliances; hospital ward furniture. E.S.B. 41968/67.

†For further details of the 'Export Services Bulletin' see page 263.

(12/68) Manufacture under licence – industrial clothing; leather goods. E.S.B. 33250/67
(13/68) Inquiry for underwater equipment. E.S.B. 1255/68.
(14/68) Special Advisory Authority. C.R.B. 2525/67.

Austria
(13/68) Agency inquiry for air mattresses; garden tools; roller skates; toys. E.S.B. 2544/67.
(13/68) Agency inquiry for imitation fur fabrics. E.S.B. 1206/68.
(15/68) Agency inquiry for textiles. E.S.B. 2675/68.
(14/68) Inquiry for carbon paper; typewriter ribbons. E.S.B. 2855/68.

Bahrain
(12/68) Inquiry for sanitary ware. E.S.B. 1573/68.

Brazil
(11/68) Inquiry for castor oil by-products machinery and equipment. E.S.B. 45374/67.

British Honduras
(11/68) Inquiry for batteries; bulbs; door furniture. E.S.B. 2256/68.

Brunei
(16/68) Inquiry in respect of language laboratory equipment. E.S.B. 23936/67.

Canada
(11/68) Agency inquiry for hand tools. E.S.B. 42838/67.
(13/68) Agency inquiry for hardware; horticultural equipment. E.S.B. 1986/68.
(12/68) Inquiry for calrod stove units. E.S.B. 42971/67.
(12/68) Inquiry for glass. E.S.B. 2124/68.
(12/68) Inquiry for hose clamps. E.S.B. 45256/67.
(12/68) Inquiry for refrigerated batch vacuum mixers. E.S.B. 2314/68.
(14/68) Inquiry for laboratory equipment; scientific equipment E.S.B. 1399/68
(16/68) Inquiry for marine engines. E.S.B. 46078/67.

Ceylon
(14/68) Inquiry for machine tools. E.S.B. 1070/68.

Chile
(15/68) Inquiry for wood drying equipment; varnishing equipment. E.S.B. 2708/68.

Denmark
(12/68) Agency inquiry for heavy cotton inlay ducks. E.S.B. 46409/67.
(12/68) Agency inquiry for yarns. E.S.B. 3834/67.
(11/68) Inquiry for fibre cloth; rubber hose; steel sheeting. E.S.B. 45506/67.

Fiji
(12/68) Agency inquiry for adhesive tape; filing cabinets; paper E.S.B. 45827/67.

Finland
(11/68) Agency inquiry for textile fabrics; yarns. E.S.B. 1219/68.
(13/68) Agency inquiry for antennae, microphones; transceivers. E.S.B. 2146/68.
(13/68) Agency inquiry for hand tools. E.S.B. 2287/68.
(13/68) Agency inquiry for yarns. E.S.B. 1024/68.
(14/68) Agency inquiry for footwear materials. E.S.B. 2254/68.
(13/68) Inquiry for butchery machinery. E.S.B. 2281/68

France
(11/68) Agency inquiry for non-ferrous metals. E.S.B. 1984/68.
(13/68) Agency inquiry for goldsmiths and silversmiths wares. E.S.B. 2120/68.
(13/68) Agency inquiry for radios; record players; tape recorders; television sets. E.S.B. 2397/68.
(14/68) Agency inquiry for furniture. E.S.B. 2148/68.
(12/68) Inquiry for bottle-wrapping machines; printing machines. E.S.B. 1918/68.
(12/68) Inquiry for engraving machines; printing machines. E.S.B. 1797/68.
(13/68) Inquiry for cellulose treating machinery; control equipment. E.S.B. 1799/68.
(13/68) Inquiry for paper mill and converting machinery. E.S.B. 1731/68.
(14/68) Inquiry for builders hardware. E.S.B. 2780/68.
(14/68) Inquiry for kitchen equipment. E.S.B. 2738/68.
(14/68) Inquiry for plastic bags; ribbon. E.S.B. 2853/68.
(14/68) New Turnover Tax Legislation.

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Germany, Federal Republic of
(14/68) Agency inquiry for chinaware; holloware. E.S.B. 2186/68.
(14/68) Agency inquiry for cotton laces. E.S.B. 46833/67.
(14/68) Agency inquiry for door furniture; swivel bases. E.S.B. 1755/68.
(14/68) Agency inquiry for earthenware; table mats. E.S.B. 2360/68.
(14/68) Agency inquiry for metal products; metals. E.S.B. 2187/68.
(14/68) Agency inquiry for piece-goods. E.S.B. 2845/68.
(15/68) Agency inquiry for electrical household appliances; garden tools; gift articles; vacuum flasks. E.S.B. 1960/68.
(11/68) Inquiry for civil defence and emergency service equipment. E.S.B. 46823/67.
(11/68) Inquiry for riding whips. E.S.B. 46623/67.
(12/68) Inquiry for domestic oil burners; central heating equipment. E.S.B. 1004/68.
(13/68) Inquiry for desalination plant. E.S.B. 2216/68.
(13/68) Inquiry for high pressure hose couplings; hose rings; rubber blocks. E.S.B. 42352/67.
(13/68) Inquiry for steel sheet. E.S.B. 43473/67.
(14/68) Inquiry for acids; glycerine; lacquers and varnish raw materials; oils and fats; resins. E.S.B. 2845/68.
(14/68) Inquiry for chamois leathers; earthenware; foodstuffs; whisky. E.S.B. 2627/68.
(15/68) Inquiry for fancy goods; glassware; leatherware. E.S.B. 2909/68.

Greece
(12/68) Inquiry for marine equipment and supplies. E.S.B. 43710/67
(12/68) Inquiry for prefabricated toilets. E.S.B. 1274/68.

Guyana
(14/68) Inquiry for galvanized pipes and sheets. E.S.B. 2180/68.

Hong Kong
(16/68) Agency inquiry for toilet soap. E.S.B. 2879/68.

Iraq
(14/68) Inquiry for brake lining machinery; textile machinery. E.S.B. 1500/68.

Irish Republic
(13/68) Agency inquiry for textile testing machinery. E.S.B. 2133/68.
(14/68) Agency inquiry for plastic bins. E.S.B. 2434/68.
(15/68) Agency inquiry for blankets. E.S.B. 2978/68.
(14/68) Inquiry for glass houses. E.S.B. 1248/68.

Israel
(11/68) Agency inquiry for confectionery. E.S.B. 808/68.
(12/68) Agency inquiry for textiles. E.S.B. 29911/67.
(14/68) Agency inquiry for tubes. E.S.B. 1440/68.
(13/68) Inquiry for air-conditioning plant; auditory training units; clinical audiometers; sound-proof rooms; tape recorders. E.S.B. 46545/67.

Italy
(12/68) Agency inquiry for tea; whisky. E.S.B. 34969/67.
(14/68) Agency inquiry for pumps. E.S.B. 2835/68.
(11/68) Inquiry for shirtings. E.S.B. 1555/68.

Italy/Iraq
(12/68) Trade Agreement.

Italy/Switzerland
(14/68) Trade Agreement.

Jamaica
(13/68) Inquiry for crop washing, grading and packaging equipment. E.S.B. 42534/67.
(14/68) Inquiry for air compressors and air tools; explosives; pipes; tubing. E.S.B. 45324/67.

Kenya
(14/68) Agency inquiry for creamwove paper. E.S.B. 628/68.

Kuwait
(14/68) Inquiry for hospital equipment. E.S.B. 2849/68.

Lebanon
(12/68) Inquiry for creels. E.S.B. 46551/67.

Lesotho
(13/68) Inquiry for fluorescent tubes and lamps. E.S.B. 2377/68.

Libya
(13/68) Inquiry for beds; clothing; containers; mattresses; paper towels and napkins; water bags. E.S.B. 46831/67.

Luxembourg
(14/68) Agency inquiry for knitwear – further information. E.S.B. 1047/68.
(14/68) Inquiry for paper doylies. E.S.B. 2425/68.

Malawi
(13/68) Agency inquiry for hospital and surgical equipment. E.S.B. 890/68.
(14/68) Malawi buying and trade agents. E.S.B. 7818/67.

Mauritius
(14/68) Inquiry for piece-goods. E.S.B. 2727/68.

Mexico
(11/68) Manufacture under licence – ceramics machinery. E.S.B. 2152/68.
(14/68) Inquiry for abattoir plant. E.S.B. 2263/68.

Morocco
(12/68) Inquiry for gas tubes. E.S.B. 1554/68.

Morocco/East Germany
(14/68) Trade Agreement.

Netherlands
(11/68) Agency inquiry for cast iron products; steel plates and sheets. E.S.B. 2144/68.

New Zealand
(12/68) Agency inquiry for cotton fabrics; household linens. E.S.B. 27422/67.

Norway
(14/68) Agency inquiry for hose couplings and fittings; tubing. E.S.B. 630/68.
(14/68) Inquiry for footwear. E.S.B. 2106/68.

Norway/Poland
(12/68) Trade Agreement.

Norway/Rumania
(12/68) Trade Agreement.

Pakistan
(12/68) Inquiry for needle manufacturing plant. E.S.B. 1539/68.

Philippines Republic
(11/68) Inquiry for cooling towers; controllers; electric motors; glass fibre duct boards and insulations; pipes; pumps; steel products; valves. E.S.B. 2301/68.

Saudi Arabia
(14/68) Inquiry for barbed wire fencing and equipment. E.S.B. 2271/68.

Sierra Leone
(14/68) Inquiry for sanitary-ware and fittings; textile fabrics. E.S.B. 46401/67.

Singapore
(12/68) Inquiry for metal printing machine – further information. E.S.B. 1048/68.

South Africa
(12/68) Agency inquiry for crane. E.S.B. 45241/67.
(13/68) Agency inquiry for abrasives; garage equipment. E.S.B. 43945/67.
(11/68) Inquiry for carpets; curtaining materials; upholstery materials. E.S.B. 46055/67.
(12/68) Packing requirements for general goods. C.R.E. 6186/G.

Spain
(12/68) Agency inquiry for industrial jacks. E.S.B. 42829/67.

Sweden
(13/68) Agency inquiry for fun furs. E.S.B. 1203/68.
(14/68) Agency inquiry for building products, flooring. E.S.B. 43759/67.
(15/68) Agency inquiry for vending machines. E.S.B. 2415/68.

Switzerland
(13/68) Agency inquiry for PVC fabric. E.S.B. 580/68.
(14/68) Agency inquiry for dresses; raincoats. E.S.B. 2626/68.
(12/68) Inquiry for ice skates. E.S.B. 1927/68.
(13/68) Inquiry for steel wire. E.S.B. 43396/67.
(14/68) Inquiry for carpets; curtains; furnishing fabrics; leather. E.S.B. 1998/68.
(14/68) Manufacture under licence – industrial machinery; textile machinery. E.S.B. 1954/68.

Trinidad and Tobago
(14/68) Inquiry in respect of margarine and shortening processing plant. E.S.B. 2273/68.

Turkey
(14/68) Inquiry for sachet filling and closing machinery and equipment. E.S.B. 2857/68.

Uganda
(11/68) Inquiry for ball and roller bearings; bicycle parts; motor accessories; batteries and spare parts; pipes and pipe fittings; plastic products; steel products; wire rolls. E.S.B. 575/68.

United States of America
(12/68) Agency inquiry for automobile accessories and parts. E.S.B. 16762/66.
(15/68) Agency inquiry for air compressors; hydraulic motors; industrial hose products. E.S.B. 45595/67.
(11/68) Inquiry for paper and pulp machinery; plastics machinery; textile machinery. E.S.B. 30506/67.
(12/68) Inquiry for crawler tractor parts. E.S.B. 2113/68.
(12/68) Inquiry for steel plate. E.S.B. 1264/68.
(12/68) Inquiry for tractor parts. E.S.B. 1972/68.
(13/68) Inquiry for hair clips. E.S.B. 2194/68.
(14/68) Inquiry for coiled steel. E.S.B. 2768/68.
(14/68) Inquiry for end mills. E.S.B. 2687/68.
(14/68) Inquiry for synchronous hysterisis motors. E.S.B. 2740/68.
(14/68) Trade shows to be held in San Francisco. E.S.B. 2915/68.
(15/68) Inquiry for brassware; chinaware; silver plate. E.S.B. 32194/67.
(15/68) Inquiry for cookery tools. E.S.B. 1012/68.

Zambia
(13/68) Inquiry for handles; hoists. E.S.B. 1468/68.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. "*. . . essential statistical data on the really important aspects of this country's trade . . . in exceedingly convenient form.*" – *The Times.*
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HMSO

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in December 8 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of Board of Trade (see page 41 of January 5 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

£2 million plus from United States

BRITISH-MADE Alcolor breathmeters are expected to earn more than £2 million over the next two years from the United States. This is the result of a deal being concluded by Mr. Peter Kelly, managing director of Cotswold Chemical Co. Ltd., now in the United States.

Sole selling rights for the Alcolor breathmeter in the United States are being negotiated by Cotswold Chemical Co. for a figure in the region of 250,000 dollars. Parts of the breathmeter will be manufactured at Cotswold Chemical's Cheltenham factory and shipped to the United States for assembly. Demand over the next two years is expected to exceed nine million breathmeters.

Although breathmeters are only used by a few of the American state police forces, a number of others are considering their use. One is California, where Mr. Kelly will be meeting police authorities to discuss their application. The Alcolor breathmeter went on sale in the United States in December in several large stores, including Macy's and Niemen Marcus, and proved a successful line, bringing in a flood of requests for more.

Mr. Kelly said: 'Although we can sell in the United Kingdom all we make, we feel the potential in the North American market is so vast that in its small way the breathmeter can be made to play a small part in the country's export drive'.

Mr. J. Hugh Neill, chairman and managing director of Sheffield tool manufacturers James Neill & Co. (Sheffield) Ltd., left London Airport on January 10 on a four-week visit to Africa aimed at increasing the company's exports to that area. He will be visiting agents and distributors in Nairobi, Mombasa, Johannesburg, Durban and Cape Town. He will also be holding discussions with Neill's associate company in Cape Town, Acme-Leyton Tool Company (Pty) Ltd., which is now manufacturing 'Eclipse' hacksaw blades under licence from the Sheffield company.

Details were published last year of the new services – public relations, business liaison and commercial intelligence – provided by the Michael Rice Group in the Middle East, an area in which the Group had been steadily increasing its activities and interests. As a further step the group has now opened a new office in the Gulf, with its headquarters in Bahrain, which will provide services over a wide area including Iraq, Saudi Arabia, Kuwait, Qatar, Abu Dhabi, Dubai and other Gulf states. Picture shows Mr. Morison Johnston and his wife leaving London to open the new office. Mr. Johnston is a director of Michael Rice and Company (Overseas), and joined the group in 1966 after having served for 10 years in the Foreign Service, where he was mainly concerned with informaton and commercial work. Previously he had been in the Sudan Government. The countries covered by the new office offer considerable potential for trade – their imports in 1966 totalled approximately £592 million.

During his visit to North America, Mr. George Carr, general manager of the Dunlop Sports Group in the United Kingdom, had discussions on the North American market at the Dunlop USA Sports head office at Buffalo, New York. Pictured talking about the Dunlop Maxfli golf ball are (left to right): Mr. George Carr, Mr. Vaughan Clay, vice-president, Dunlop Sports USA, Mr. Dick Birch, president, Slazenger, North America, Mr. Paul MacDonald, assistant vice-president, Dunlop Sports USA.

On his return Mr. Carr said: 'The range of products marketed in Canada and the United States has recently been expanded by the addition of ski equipment. The World Cup series has been responsible for a marked increase in football equipment sales, whilst we continue to increase our share of both golf and tennis markets. Total turnover in Canada has doubled in the past three years, and for the first time reached four million dollars in 1967.

Demonstration tour in Sweden

MATRO (SALES) LTD. made their third overseas demonstration tour of 1967 when they sent one of their demonstration units to Sweden for the first three weeks of December.

A Matbro Swinglift Model S.120 (12.000 lb. (5.455 kg) capacity at 24in. (610 mm.) load centre) and a low priced Economat Ec.90 (9,000 lb. (4,080 kg) at 24in. (610 mm.)) were the two machines chosen for this tour which was organized by Matbro's new Swedish agents, Nordisk Elektra A/S of Malmo.

During the three weeks tour, both machines were sold and Matbro received orders for five more Swinglifts to be delivered during the early part of 1968.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

100 per cent increase in sales after devaluation

Wipac Group Sales Ltd., of Buckingham, who manufacture stainless steel fog and spot-lamps and other motoring accessories, say that they have increased sales to the United States by over 100 per cent since devaluation, many new inquiries have been received and it is expected that sales will increase even further. During the past few weeks large orders have been taken from new markets in Thailand and the Lebanon, where a dealer has reported that some local motorists are putting four spot and fog lamps on their British-made cars. The company now exports to over 90 different countries.

Export prices reduced since devaluation

A reduction in export prices has been announced by J. C. Bamford Excavators Limited. Ex works prices have been cut by 5½ per cent to supplement the already lowered prices since devaluation. Detailing the new overseas price structure, the company's export sales director, Mr. H. Wilson, said that the reductions had been made possible through economies in selling and distribution costs. Coupled with the effects of devaluation, the retail selling prices of JCB track mounted excavators and rubber tyred excavator/shovels will be reduced by approximately 12 per cent. The new rates become operative on January 29.

Commenting on the reduction, Mr. Wilson said: 'I am anticipating that for the next few months we will increase our export trade by as much as 40 per cent'.

Howard Rotavator win Canadian orders

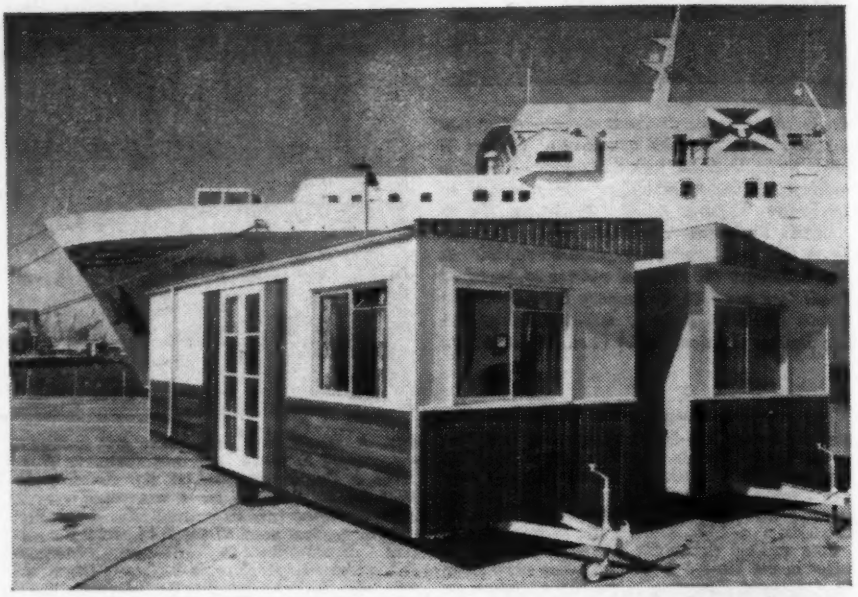
Howard Rotavator Co. Ltd, one of the Rotary Hoes group of companies has received orders for Rotavators for shipment to Canada in 1968 valued at over £200,000. This is a result of negotiations following devaluation.

Jordanian order

Landon Kingsway Ltd., members of the Simms Group of Companies, announce that they have received their first order from Jordan for their 'Kingsway' silent automatic wall-flame burners. The order, which involves a 'pilot' batch of 30 units, was placed by the company's Jordanian agents, Arab Tools Ltd., for use on domestic central heating boilers of their own manufacture. As part of Landon Kingsway's service to overseas customers, their chief engineer, Mr. Mike Yalden, made a special trip to Jordan to commission the complete boiler/burner units.

Vaccine for Bermuda

In response to an appeal by telephone, a supply of nearly 6,000 doses of 'flu vaccine has been flown from London Airport to Bermuda to prevent the spread of an epidemic from the United States. The vaccine, Admune AQ, is made by Duncan, Flockhart and Evans Ltd., a member of the Glaxo Group of companies, and exported by Glaxo-Allenburys. The speed of the transaction has impressed medical officers in Bermuda. An official at the Health and Medical Department in Hamilton stated that he had never known such swift delivery of medical suplies from Britain or elsewhere.



Willerby Caravans of Hull have announced an export order of £200,000. This follows negotiations at London's International Caravan Show. The order from the Continent is for 100 Dandy Chalets, one of Willerby's range of mobile homes. A Willerby spokesman said: 'We have had previous orders for this model but never one of this size. They will mainly be used as permanent and weekend homes.' The chalets were transported, divided into two sections, on lorries from Hull to Southampton. At Southampton Thoresen Car Ferries took over, shipping the units to Le Havre on board one of their roll-on, roll-off 'Viking' ships (see above), which are ideal for the purpose.

Repeat order for South Africa

English Electric has received a third repeat order for a generator transformer for the City of Pretoria's 300,000 kilowatt power station at Rooiwal, South Africa. This transformer is the fifth to be supplied by English Electric for Rooiwal, and will handle the output of a fifth 60,000 kilowatt turbo-generator set recently ordered from English Electric's Steam Turbine Division.

Bottle cleaners to Belgium

Two 'Thor' bottle cleaners have been delivered by Barry-Wehmiller Machinery Co., Ltd., to Brasseries Artois S.A. in Belgium. This type of machine is in the new range of bottle cleaners which Barry-Wehmiller is now offering.

Exports to South Africa

Ruston & Hornsby Ltd., announce an export order worth £170,000, to supply 820 diesel engines to South Africa where they will be used on an extremely wide range of applications, from village lighting sets to providing power on large civil engineering sites.

Time-saving deliveries

By using its own vehicles to transport prefabricated exhibition stands for British exhibitors direct to European trade fairs, an enterprising Yorkshire firm of exhibition contractors, Team Constructions Limited, has been able to effect savings in delivery of up to three weeks over conventional methods of shipment. The stands are erected on site by Team's own craftsmen, who are based on the firm's Mirfield factory, where production capacity has had to be expanded to keep pace with the rapidly growing demand in this highly specialized field.

Field mowers in Japan

One of the first export orders for 1968 received by Ransomes Sims & Jefferies Ltd. was from Japan. Their farm machinery distributors there, Hokki Jidosha Kogyo, have ordered more than £20,000 worth of six foot cut field mowers.

German order

In two major contracts announced recently Towler Hydraulics (Thorn Group) of Rodley, Leeds is to supply oil hydraulic equipment for installation at Mannesmann AG in Duisburg, West Germany. Mannesmann is one of the two largest pipe producing plants in the world.

Philippines bus conversions

AEC Ltd., is to supply a large quantity of engines, gearboxes and axles to re-condition American buses operating in the Philippines. Valued at $250,000 (£104,000), the units have been ordered by the Pangasinan Transportation Company which operates a large fleet of AEC buses in addition to the American models.

Operating agreement

Hyster Company, a leading manufacturer and marketer of industrial trucks powered with internal combustion engines, serving world markets, and Ransomes Sims and Jefferies, Limited, have renewed their operating agreement to provide electric powered lift trucks for the markets outside North America. The news came in a joint announcement by Philip S. Hill, Hyster Company President and Geoffrey Bone, Managing Director, Ransomes Sims & Jefferies.

Deal with Rumania

Plessey Components Group has made five licensing agreements with Industrialimport the Rumanian foreign trade organization, that give a £538,550 boost to The Plessey Company's programme for expansion of trade with eastern Europe. Effective now, the agreements provide for the IPRS-Baneasa factory in Bucharest to be equipped with British machinery for quantity production of some of Plessey Components' vast range of capacitors and resistors. Complete production know-how is included in the deal.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN FREE TRADE ASSOCIATION

Goods exempt from import duty in Portugal

THE PORTUGUESE *Diario do Governo*, First Series, No. 224 of September 25, 1967, published Decree Law 47,958 which brings up to date the list annexed to Decree Law 43,769 of June 30, 1961 of products subject to the provisions of Article 3 of the Convention establishing the European Free Trade Association.

Included in this list, which supersedes that published in the *Board of Trade Journals* of July 29 and August 5, 1960, are:

(1) Products which were not produced in the Portuguese territory covered by the Convention on January 1, 1960;

(2) Goods the export of which to foreign countries amounts to 15 per cent or more of the production in Portuguese territory covered by the Convention on the average of the three years ended December 31, 1958, or of any subsequent three years mbefore January 1, 1965;

(3) Other industrial products notified by Portugal, even though the industries concerned are not exporting industries in the conditions of (2) above.

The list does not contain items which are included in the list of Portuguese Revenue Duties, details of which were published in the November issue of the *EFTA Bulletin*, Vol. VIII, No. 7.

List of goods now exempt from import duty under the provisions of Article 13 of the EFTA Convention on entering Portugal

Headings	Sub-headings	Description of goods
ex 02.04		Whalemeat.
05.04		Guts, bladders and stomachs of animals (other than fish), whole and pieces thereof:
		Guts:
	ex 01	Fresh or salted, of swine, suitable as sausage casings, of c.i.f. value on importation of more than £10 per cwt. (50·8 kg), or the equivalent in other currencies and of sheep, swine and animals of the bovine species, edible, excluding those suitable as sausage casings.
	ex 02	Dried, of swine, suitable as sausage casings, of c.i.f. value on importation of more than £10 per cwt. (50·8 kg), or the equivalent in other currencies and of sheep, swine and animals of the bovine species, edible, excluding those suitable as sausage casings.
	ex 03	Bladders and stomachs, of swine, suitable as sausage casings, of c.i.f. value on importation of more than £10 per cwt. (50·8 kg), or the equivalent in other currencies and of sheep, swine, and animals of the bovine species, edible, excluding those suitable as sausage casings.
05.05		Fish waste.
05.08		Bones and horn-cores, unworked, defatted, simply prepared, but not cut so shape, treated with acid or degelatinised; powder and waste of these products.
05.10		Ivory, unworked or simply prepared but not cut to shape; powder and waste of ivory.
05.11		Tortoiseshell (shells and scales), unworked or simply prepared but not cut to shape; claws and waste of tortoiseshell.
05.13		Natural sponges.
05.14		Ambergris, castoreum, civet and musk; cantharides; bile, whether or not dried; animal products, fresh, chilled or frozen, or otherwise provisionally preserved, of a kind used in the preparation of pharmaceutical products.
07.01		Vegetables, fresh or chilled:
	ex 03	Garlic.
ex 07.04		Garlic.
ex 08.03		Fresh figs.
ex 08.05		Almonds and chestnuts.
ex 08.09		Honeydew melons (Cucumis melo L. var. inodorus or Maltensis) and ogen melons (Cucumis melo L. var. cantalupensis Ser).
09.03		Maté.
12.03		Seeds, fruit and spores, of a kind used for sowing:
	ex 01	Conifer seeds.
12.07		Plants and parts (including seeds and fruit) of trees, bushes, shrubs or other plants, being goods of a kind used primarily in perfumery, in pharmacy, or for insecticidal, fungicidal or similar purposes, fresh or dried, whole, cut, crushed, ground or powdered:
		Pyrethrum flowers:
	03	Whole or in pieces.
	04	In powder, put up in packages weighing not less than 10 kgs. without any interior partial packing.
	05	In powder, packed otherwise.
	06	Coca leaves.
	07	Iceland moss, quillaia barks and liquorice roots.
13.01		Raw vegetable materials of a kind used primarily in dyeing or in tanning.
13.02		Shellac, seed lac, stick lac and other lacs; natural gums, resins, gum resins and balsams.
13.03		Vegetable saps and extracts; pectin; agar-agar and other natural mucilages and thickeners extracts from vegetable materials:
	01	Opium.
	02	Opium extracts.
	03	N.s.m.
14.01		Vegetable materials of a kind used primarily for plaiting (for example, cereal straw, cleaned, bleached or dyed, osier, reeds, rushes, rattans, bamboos, raffia and lime bark):
	02	Palm fibre.
14.02		Vegetable materials, whether or not put up on a layer or between two layers of other material, of a kind used primarily as stuffing or as padding (for example, kapok, vegetable hair and eel-grass):
	01	Kapok.
	02	Vegetable hair.
14.03		Vegetable materials of a kind used primarily in brushes or in brooms (for example, sorgho, piassava, couch-grass and istle), whether or not in bundles or hanks:
	01	Piassava.
	02	Mexican fibre or istle.
14.04		Hard seeds, pips, hulls and nuts, of a kind used for carving (for example, corozo and dom):
	01	Corozo.
14.05		Vegetable products not elsewhere specified or included:
	ex 03	Flours of marine plants.
15.04		Fats and oils, of fish and marine mammals, whether or not refined:
	01	Fish and marine mammal liver oils.
	02	Fats and oils, n.s.m.

(*Continued on next page*)

Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.

EFTA, *continued*

Headings	Sub-headings	Description of goods
15.05		Wool grease and fatty substances derived therefrom (including lanolin):
	01	Lanolin.
15.06		Other animal oils and fats (including neat's-foot oil and fats from bones or waste):
	ex 02	Neat's foot oil imported for technical purposes.
15.07		Fixed vegetable oils, fluid or solid, refined or purified:
	ex 14	Oils extracted from waste of olives by chemical means, for technical use.
15.09		Degras.
15.10		Fatty acids, acid oils from refining; fatty alcohols:
	05	Fatty alcohols.
15.11		Glycerol and glycerol lyes.
15.16		Vegetable waxes, whether or not coloured.
16.04		Prepared or preserved fish, including caviar and caviar substitutes.
20.02		Vegetables prepared or preserved otherwise than by vinegar or acetic acid:
	ex 02	Olives and tomato concentrates.
20.06		Fruit otherwise prepared or preserved, whether or not containing added sugar or spirit:
	ex 01	Groundnuts and nuts of headings 08.01 and 08.05, containing added sugar.
	ex 02	Groundnuts and nuts of headings 08.01 and 08.05, not containing added sugar.
ex 21.02		Extracts, essences or concentrates of tea or maté; preparations with a basis of those extracts, essences or concentrates.
21.07		Food preparations not elsewhere specified or included:
	01	Saccharin tablets containing excipients.
23.01		Flours and meals, of meat, offals, fish, crustaceans or molluscs, unfit for human consumption; greaves.
23.05		Wine lees; argol.
ex 23.07		Fish solubles.
25.04		Natural graphite.
25.07		Clay (for example, kaolin and bentonite), andalusite, kyanite and sillimanite, whether or not calcined, but not including expanded clays falling within heading No. 68.07; mullite; chamotte and dinas earths:
	01	Kaolin.
25.08		Chalk:
	02	Imported otherwise.
25.09		Earth colours, whether or not calcined or mixed together; natural micaceous iron oxides:
	01	Earth colours, whether or not calcined or mixed together.
	02	Natural micaceous iron oxides.
25.10		Natural calcium phosphates, natural aluminium calcium phosphates, apatite and phosphatic chalk.
25.13		Pumice stone, emery, natural corundum and other natural abrasives:
		Non-specified products:
	02	In bulk or roughly split.
	03	In grain or in powder.
25.14		Slate, including slate not further worked than roughly split, roughly squared or squared by sawing.
25'15		Marble, travertine, ecaussine and other calcareous monumental and building stone of an apparent specific gravity of 2·5 or more and alabaster, including such stone not further worked than roughly split, roughly squared or squared by sawing:
	01	Unworked or roughly split.
25.19		Natural magnesium carbonate (magnesite), whether or not calcined, other than magnesium oxide.
25.21		Limestone flux and calcareous stone, commonly used for the manufacture of lime or cement.
25.25		Meerschaum (whether or not in polished pieces) and amber; agglomerated meerschaum and agglomerated amber, in plates, rods, sticks or similar forms, not worked after moulding; jet.
25.27		Natural steatite, including natural steatite not further worked than roughly split, roughly squared or squared by sawing; talc.
25.28		Natural cryolite and natural chiolite.
25.29		Natural arsenic sulphides.
25.30		Crude natural borates and concentrates thereof (calcined or not), but not including borates separated from natural brine; crude natural boric acid containing not more than 85% of H_3BO_3 calculated on the dry weight.
26.01		Metallic ores and concentrates and roasted iron pyrites:
	02	Copper concentrates.
	03	N.s.m.
27.01		Coal; briquettes, ovoids and similar solid fuels manufactured from coal:
		Coal, processed:
		Agglomerates:
	02	Weighing more than 1 kg.
27.02		Lignite, whether or not agglomerated:
		Lignite, processed:
		Agglomerates:
	02	Weighing more than 1 kg.
27.05		Retort carbon.
27.07		Oils and other products of the distillation of high temperature coal tar; other oils and products as defined in Note 2 to this Chapter:
	02	Creolin
27.08		Pitch and pitch coke, obtained from coal tar or from other mineral tars:
	02	Pitch coke.
27.10		Petroleum and shale oils, other than crude; preparations not elsewhere specified or included, containing not less than 70% by weight of petroleum or shale oils, these oils being the basic constituents of the preparations:
	10	Oils for shock absorbers and hydraulic brakes.
27.12		Petroleum jelly.
27.13		Paraffin wax, micro-crystalline wax, slack wax, ozokerite, lignite wax, peat wax and other mineral wax, whether or not coloured:
	01	Paraffin wax and paraffin residues.
	02	Other waxes.
27.15		Bitumen and asphalt, natural; bituminous shale, asphaltic rock and tar sands.
28.01		Halogens (fluorine, chlorine, bromine and iodine):
	01	Fluorine.
	03	Bromine.
		Iodine:
	04	Crude.
	05	Sublimed, including double sublimed iodine.

Headings	Sub-headings	Description of goods
28.02		Sulphur, sublimed or precipitated; colloidal sulphur:
	01	Colloidal sulphur.
28.03		Carbon, including carbon black, anthracene black, acetylene black and lamp black.
28.04		Hydrogen, rare gases and other non-metals:
	02	Rare gases (helium, neon, argon, krypton and xenon).
	04	Phosphorus.
28.05		Alkali, alkaline-earth and rare earth metals; yttrium and scandium; mercury:
	01	Mercury.
	02	Not specified.
28.06		Hydrochloric acid and chlorosulphonic acid:
	02	Chlorosulphonic acid.
28.07		Sulphur dioxide.
28.09		Nitric acid; sulphonitric acids:
	02	Sulphonitric acids.
28.10		Phosphorous pentoxide and phosphoric acids (meta-, ortho- and pyro-):
	01	Phosphorus pentoxide.
28.11		Arsenic trioxide, arsenic pentoxide and acids of arsenic:
	01	Arsenic trioxide.
	02	Arsenic pentoxide and acids of arsenic.
28.12		Boric oxide and boric acid:
	01	Boric acid.
	02	Boric oxide.
28.14		Halides, oxyhalides and other halogen compounds of non-metals or of metalloids:
	01	Carbon oxyhalide.
	02	Products, n.s.m.
28.15		Sulphides of non-metals or of metalloids, including phosphorus trisulphide:
	02	N.s.m.
28.17		Sodium hydroxide (caustic soda); potassium hydroxide (caustic potash); peroxides of sodium or potassium:
	02	Caustic potash.
	03	Peroxides of sodium and potassium.
28.18		Oxides, hydroxides and peroxides, of strontium, barium or magnesium:
	01	Barium dioxide.
	02	Magnesium oxide and hydroxide.
	03	Products, n.s.m.
28.20		Aluminium oxide and hydroxide; artificial corundum:
	01	Artificial corundum.
	02	Products, n.s.m.
28.21		Chromium oxides and hydroxides:
	01	Trioxides.
28.22		Manganese oxides.
28.23		Iron oxides and hydroxides; earth colours containing 70% or more by weight of combined iron evaluated as Fe_2O_3.
28.24		Cobalt oxides and hydroxides.
28.25		Titanium oxides.
28.26		Tin oxides (stannous oxide and stannic oxide).
28.28		Hydrazine and hydroxylamine and their inorganic salts; other inorganic bases and metallic oxides, hydroxides and peroxides:
	01	Copper oxides.
	02	Mercury oxides.
28.29		Fluorides; fluorosilicates, fluoroborates and other complex fluorine salts:
	01	Aluminium sodium fluorides (synthetic cryolite).
	02	Products, n.s.m.
28.30		Chlorides and oxychlorides:
		Ammonium chloride:
	01	In bulk or only put up in single or double sacks, of a gross weight of not less than 45 kgs.
	02	Other.
	03	Barium chloride.
	04	Calcium chloride.
	05	Mercuric chloride.
	06	N.s.m.
28.32		Chlorates and perchlorates:
	02	Potassium chlorates and perchlorates.
	03	Barium chlorates and perchlorates.
	04	N.s.m.
28.33		Bromides, oxybromides, bromates and perbromates, and hypo-bromites.
28.34		Iodides, oxyiodides, iodates and periodates:
	01	Potassium iodide.
	02	Sodium iodide.
	03	N.s.m.
28.35		Sulphides; polysulphides:
	01	Sodium sulphides and polysulphides.
	02	Potassium sulphides and polysulphides.
	03	Antimony sulphides and polysulphides.
	04	Mercury sulphides and polysulphides.
	05	N.s.m.
28.36		Dithionites, including those stabilized with organic substances; sulphoxylates.
28.37		Sulphites and thiosulphates:
	01	Sodium sulphites and thiosulphates.
	02	Potassium sulphites and thiosulphites.
	03	N.s.m.
28.38		Sulphates (including alums) and persulphates:
	02	Potassium sulphate containing in the dry state more than 52% by weight of K_2O.
	03	Barium sulphate.
	04	Magnesium sulphate.
	05	Zinc sulphate.
	06	Aluminium sulphate.
	10	Aluminium-potassium sulphate.
28.39		Nitrites and nitrates:
	01	Sodium nitrite.
	03	Basic bismuth nitrate.
	04	N.s.m.
28.40		Phosphites, hypophosphites and phosphates:
	01	Ammonium phosphate containing in the dry state less than 6 mn of arsenic per kg.
	02	Potassium dihydrogen orthophosphate.
	03	*tri*Sodium orthophosphate.
		Calcium phosphates:
	04	Imported in bulk or put up in single- or double-walled bags of a gross weight of not less than 45 kg.
	05	Imported otherwise.
	06	*Tetra*-sodium pyrophosphate.
	07	Alkaline polyphosphates.
	08	N.s.m.
28.41		Arsenites and arsenates:
	01	Sodium arsenates.
	02	N.s.m.

Headings	Sub-headings	Description of Goods
28.42		Carbonates and percarbonates, including commercial ammonium carbonate containing ammonium carbamate:
	01	Ammonium carbonates.
		Potassium carbonate:
	03	Neutral
	04	Acid
	05	Calcium carbonate.
	06	Magnesium carbonates.
	08	Products n.s.m.
28.43		Cyanides and complex cyanides:
	01	Sodium cyanide.
	02	Potassium cyanide.
	03	Sodium ferrocyanide and ferricyanide.
	04	Potassium ferrocyanide and ferricyanide.
	05	Calcium ferrocyanide.
	06	Products not specially mentioned.
28.44		Fulminates, cyanates and thiocyanates.
28.45		Silicates; commercial sodium and potassium silicates:
	02	Potassium silicates.
28.46		Borates and perborates:
	01	Sodium borates and perborates.
	02	N.s.m.
28.47		Salts of metallic acids (for example, chromates, permanganates, stannates):
	06	Potassium permanganate.
	ex 07	Tungsten salts.
28.49		Colloidal precious metals: amalgams of precious metals; salts and other compounds, inorganic or organic, of precious metals, including albuminates, proteinates, tannates and similar compounds whether or not chemically defined.
28.50		Fissile chemical elements and isotopes; other radio-active chemical elements and radio-active isotopes; compounds, inorganic or organic, of such elements or isotopes, whether or not chemically defined; alloys, dispersions and cermets, containing any of these elements, isotopes or compounds.
28.51		Isotopes and their compounds, inorganic or organic, whether or not chemically defined, other than isotopes and compounds falling within heading No. 28.50.
28.52		Compounds, inorganic or organic, of thorium, of uranium depleted in U235, of rare earth metals, of yttrium or of scandium, whether or not mixed together.
28.55		Phosphides.
28.56		Carbides (for example, silicon carbide, boron carbide, metallic carbides):
	02	Silicon carbide
28.57		Hydrides, nitrides and azides, silicides and borides.
29.01		Hydrocarbons:
	02	Naphthalene.
	03	Tetrahydronaphthalene.
	04	Decahydronaphthalene.
29.02		Halogenated derivatives of hydrocarbons:
	01	Cloroethane.
	02	Chloroform.
	03	Carbon tetrachloride.
	04	Iodoform.
	06	Chlorobenzenes.
	07	Chloronaphthalenes.
	09	N.s.m.
29.03		Sulphonated, nitrated or nitrosated derivatives of hydrocarbons:
	01	Nitrobenzene.
	02	Dinitrobenzenes and Chloronitrobenzenes.
	03	Nitrotoluenes.
	04	Nitronaphthalenes.
	05	N.s.m.
29.04		Acyclic alcohols and their halogenated, sulphonated, nitrated or nitrosated derivatives:
		Methyl alcohol:
	01	Crude:
		N.s.m.:
	02	For industrial uses.
	03	For other uses.
	04	Propyl and butyl alcohols.
	05	Amyl alcohols.
	06	Octyl alcohols.
	07	Dodecyl, cetyl, stearyl and oleyl alcohols; pentaerythritol.
	08	Glycols.
		Other alcohols and derivatives:
	09	For use in perfumery.
	10	N.s.m.
29.05		Cyclic alcohols and their halogenated, sulphonated, nitrated or nitrosated derivatives:
	01	Cyclohexanol and methylcyclohexanol.
	02	Terpineol.
	03	Menthol.
		Other alcohols and their derivatives:
	04	For use in perfumery.
	05	N.s.m.
29.06		Phenols and phenol-alcohols:
	01	Phenol.
	02	Gresols and naphthols.
	03	Pyrogallol.
	04	N.s.m.
29.07		Halogenated, sulphonated, nitrated or nitrosated derivatives of phenols or phenol-alcohols:
	01	Trinitrophenol.
	02	Pentachlorophenol.
	03	Naphtholsulphonic acids used for preparing dyes.
	04	N.s.m.
29.08		Ethers, ether-alcohols, ether-phenols, ether-alcohol-phenols, alcohol peroxides and ether peroxides, and their halogenated, sulphonated, nitrated or nitrosated derivatives:
	01	Diethyl ether.
	02	Glycol ethers.
	03	Products for use in perfumery.
	04	Products not specially mentioned.
29.09		Epoxides, epoxyalcohols, epoxyphenols and epoxyethers, with a three or four member ring, and their halogenated, sulphonated, nitrated or nitrosated derivatives.
29.10		Acetals and hemiacetals and single or complex oxygen-function acetals and hemiacetals, and their halogenated, sulphonated, nitrated or nitrosated derivatives:
	01	Products for use in perfumery.
	02	Products not specially mentioned.
29.11		Alhdeydes, aldehyde-alcohols, aldehyde-ethers, aldehyde-phenols and other single or complex oxygen function aldehydes:
	01	Products for use in perfumery.
	02	Formaldehyde.
	03	Products not specially mentioned.
29.12		Halogenated, sulphonated, nitrated or nitrosated derivatives of products falling within heading No. 29.11:
	01	Trichloroacetaldehyde.
	02	Chlorobenzaldehyde and nitrobenzaldehyde.
	03	Products not specially mentioned.
29.13		Ketones, ketone-alcohols, ketone-phenols, ketone-aldehydes, quinones, quinone-alcohols, quinone-phenols, quinone-aldehydes and other single or complex oxygen-function ketones and quinones, and their halogenated sulphonated, nitrated or nitrosated derivatives:
	01	Acetone.
	02	Ethyl methyl ketone and isobutyl methyl ketone.
	03	Camphor.
	04	Anthraquinone and derivatives.
	05	Products for use in perfumery.
	06	Products not specially mentioned.
29.14		Monoacids and their anhydrides, acid halides, acid peroxides and peracids, and their halogenated, sulphated, nitrated or nitrosated derivatives:
	01	Formic acid.
		Acetic acid:
	02	Pure or crystallizable, in glass containers of a capacity not exceeding 1½ litres.
	03	Denatured, for industrial purposes.
	04	N.s.m.
	07	Benzoic acid.
		Acetic anhydride:
	08	In glass containers of a capacity not exceeding 1½ litres.
	09	Denatured for industrial purposes.
	10	N.s.m.
	11	Sodium acetate
	12	Copper acetates.
		Lead acetate:
	14	Basic.
	15	Neutral.
	16	Ethyl acetate.
	17	Isopropyl acetate.
	18	Butyl and isobutyl acetates.
	19	Sodium benzoate.
	20	Lithium benzoate.
	21	Naphthyl benzoate.
	22	Potassium phenylacetate.
	23	Products for use in perfumery.
	24	Products, n.s.m.
29.15		Polyacids and their anhydrides, acid halides, acid peroxides and peracids and their halogenated, sulphonated, nitrated or nitrosated derivatives:
	01	Oxalic acid.
	02	Phthalic acids and anhydride.
	93	Potassium oxalate.
	04	Diethyl, dibutyl and dioctyl phthalates.
	05	Maleic anhydride.
	06	Fumaric acid.
	07	N.s.m.
29.16		Alcohol-acids, aldehyde-acids, ketone-acids, phenol-acids and other single or complex oxygen-function acids, and their anhydrides, acid halides, acid peroxides and peracids, and their halogenated, sulphonated, nitrated or nitrosated derivatives:
	01	Lactic acid.
	02	Tartaric acid.
	03	Citric acid.
	04	Salicylic acid.
	05	Acetylsalicylic acid.
	06	Gallic acid.
	07	Sodium tartrate.
	08	Potassium tartrate.
	09	Sodium salicylate.
	10	Methyl salicylate.
	11	Phenyl salicylate.
	12	Bismuth 3, 4, 5-trihydroxybenzoate, basic.
	13	N.s.m.
29.17		Sulphuric esters and their salts, and their halogenated, sulphonated, nitrated or nitrosated derivatives.
29.18		Nitrous and nitric esters, and their halogenated, sulphonated, nitrated or nitrosated derivatives:
	02	Products not specially mentioned.
29.19		Phosphoric esters and their salts, including lactophosphates, and their halogenated, sulphonated, nitrated or nitrosated derivatives:
	01	Glycerophosphates.
	02	Tritolyl phosphate.
	03	N.s.m.
29.20		Carbonic esters and their salts, and their halogenated, sulphonated, nitrated or nitrosated derivatives.
29.21		Other esters of mineral acids (excluding halides) and their salts, and their hydrogenated, sulphonated, nitrated or nitrosated derivatives.
29.22		Amine-function compounds:
	01	Aromatic amines and their derivatives, used in the preparation of dyes.
	02	Methyltrinitrophenylnitramine (tetryl).
	03	N.s.m.
29.23		Single or complex oxygen-function amino-compounds:
	01	Ethanolamines.
	02	Aminonitrophenol and aminohydroxybenzenes.
	03	Aromatic amines and their derivatives, for obtaining dyestuffs (not including heading 29.22 derivatives).
	04	Aminonaphtholsulphonic acids for the preparation o dyestuffs.
	05	Aminobenzoic acids.
	06	N.s.m.
29.24		Quaternary ammonium salts and hydroxides, including lecithins and other phosphoaminolipins.
29.25		Amide-function compounds:
	01	Urea containing in the dry state more than 45% by weight of nitrogen.
	02	Phenacetin.
	03	N.s.m.
29.26		Imide-function compounds and imine-function compounds:
	02	Hexamethylenetetramine.
	03	N.s.m.

(*Continued on next page*)

EFTA, *continued*

Headings	Sub-headings	Description of goods
29.27		Nitrile-function compounds.
29.28		Diazo-, azo- and azoxy-compounds:
	01	Diazonium salts.
	02	N.s.m.
29.29		Organic derivatives of hydrazine or of hydroxylamine.
29.30		Compounds with other nitrogen-functions.
29.31		Organo-sulphur compounds:
	01	Potassium or sodium xanthates.
	02	Thiourea.
	03	Accelerators in the vulcanization of rubber.
	04	N.s.m.
29.32		Organo-arsenic compounds:
	01	Sodium methylarsenate.
	02	Sodium cacodylate.
	03	N.s.m.
29.33		Organo-mercury compounds.
29.34		Other organo-inorganic compounds.
29.35		Heterocyclic compounds; nucleic acids:
	01	Furfuraldehyde.
	02	Pyridine and its salts.
	03	Dimethyl-phenylpyrazolone.
	04	Dimethyldimethylaminophenylpyrazolone.
	05	Triaminotriazine (melamine).
	07	Accelerators in the vulcanization of rubber.
	08	Lactones and lactams, for perfumery.
	09	Products, n.s.m.
29.36		Sulphonamides.
29.37		Sultones and sultams:
	02	Products for use in perfumery.
	03	Products, n.s.m.
29.40		Enzymes:
	01	For medicinal uses.
	02	For other uses.
29.41		Glycosides, natural or reproduced by synthesis, and their salts, ethers, esters and other derivatives.
29.42		Vegetable alkaloids, natural or reproduced by synthesis, and their salts, ethers, esters and other derivatives:
	03	Cinchona alkaloids and their derivatives.
	04	Caffeine and its derivatives.
	07	Theobromine, theophylline and their derivatives.
29.43		Sugars, chemically pure, other than sucrose, glucose and lactose; sugar ethers and sugar esters, and their salts, other than products of headings Nos. 29.39, 29.41 and 29.42:
	02	Sugar ethers and sugar esters and their salts.
29.45		Other organic compounds.
30.05		Other pharmaceutical goods:
	02	Opacifying preparations for X-ray examinations and diagnostic reagents.
	03	Dental cements and fillings.
31.01		Guano and other natural animal or vegetable fertilizers, whether or not mixed together, but not chemically treated.
31.02		Mineral or chemical fertilizers, nitrogenous:
	ex 01	Sodium nitrate intended for agriculture, provided that its use is recommended by the Directorate-General of Agricultural Services.
	08	Urea containing not more than 45% by weight of nitrogen.
31.03		Mineral or chemical fertilizers, phosphatic:
	01	Superphosphate (single, double or triple), whether or not mixed with other calcium phosphates or non-fertilizing substances.
31.04		Mineral or chemical fertilizers, potassic:
	01	Crude natural potassium salts (carnallite, kainite, sylvinite, etc.).
	02	Potassium chloride, whatever its degree of purity.
	03	Potassium sulphate containing not more than 52% by weight of K_2O.
31.05		Other fertilizers; goods of the present Chapter in tablets, lozenges and similar prepared forms or in packings of a gross weight not exceeding 10 kg.:
	01	Composite fertilizers containing superphosphates.
	02	Goods in tablets, lozenges or similar prepared forms or in packing of a gross weight not exceeding 10 kilograms.
32.02		Tannins (tannic acids), including water-extracted gall-nut tannin, and their salts, ethers, esters and other derivatives.
x 32.04		Colouring matter of vegetable origin (including dyewood extract and other vegetable dyeing extracts, but excluding indigo) or of animal origin and not including dyeing extracts of vegetable or animal origin.
32.05		Synthetic organic dyestuffs (including pigment dyestuffs); synthetic organic products of a kind used as luminophores; products of a kind known as optical bleaching agents, substantive to the fibre; natural indigo:
	01	Indigo.
32.06		Colour lakes.
32.07		Other colouring matter; inorganic products of a kind used as luminophores:
	03	Lithopones.
	04	N.s.m.
32.08		Prepared pigments, prepared opacifiers and prepared colours, vitrifiable enamels and glazes, liquid lustres and similar products, of the kind used in the ceramic, enamelling and glass industries; engobes (slips); glass frit and other glass, in the form of powder, granules or flakes:
	01	Liquid lustres.
	03	Products, n.s.m.
32.09		Varnishes and lacquers; distempers; prepared water pigments of the kind used for finishing leather; paints and enamels; pigments in linseed oil, white spirit, spirits of turpentine, varnish or other paint or enamel media; stamping foils; dyes in forms or packings of a kind sold by retail:
	01	Aluminium paste used in the manufacture of paint.
33.01		Essential oils (terpeneless or not); concretes and absolutes; resinoids:
	01	Of rosemary, artemisia, rue, juniper berries, cistus, eucalyptus, myrtle, pennyroyal, angelica root and French lavender:
	02	N.s.m.
33.02		Terpenic by-products of the deterpenation of essential oils.
33.03		Concentrates of essential oils in fats, in fixed oils, or in waxes or the like, obtained by cold absorption or by maceration.
33.04		Mixtures of two or more odoriferous substances (natural or artificial) and mixtures (including alcoholic solutions) with a basis of one or more of these substances, of a kind used as raw materials in the perfumery, food, drink or other industries:
	01	Containing alcohol.
	02	Not containing alcohol.
33.05		Aqueous distillates and aqueous solutions of essential oils, including such products suitable for medicinal uses.
33.06		Perfumery, cosmetics and toilet preparations:
	01	Denture cleaners, products and fixative pastes or powders for dentures.
	02	Products for the protection of the skin, for officinal or industrial use.
34.03		Lubricating preparations, and preparations of a kind used for oil or grease treatment of textiles, leather or other materials, but not including preparations containing 70% or more by weight of petroleum oils or of oils obtained from bituminous minerals:
	01	Put up in receptacles, not weighing more than 5 kilograms (including the receptacles).
	02	N.s.m. receptacles.
34.04		Artificial waxes (including water-soluble waxes); prepared waxes, not emulsified or containing solvents.
34.07		Modelling pastes (including those put up for children's amusement and assorted modelling pastes); preparations of a kind known as 'dental wax' or as 'dental impression compounds', in plates, horseshoe shapes, sticks and similar forms:
	01	Modelling paste.
	02	Dental wax.
35.02		Albumins, albuminates and albumin derivatives.
35.04		Peptones and other protein substances, and their derivatives; hide powder, whether or not chromed:
	01	Peptones.
	02	N.s.m.
36.07		Ferro-cerium and other pyrophoric alloys in all forms:
	02	N.s.m.
37.01		Photographic plates and film in the flat, sensitized, unexposed, or any material other than paper, paperboard or cloth:
	01	Plates of glass.
	02	N.s.m.
37.03		Sensitized paper, paperboard and cloth, unexposed or exposed but not developed:
	02	Not specially mentioned articles.
37.08		Chemical products and flash-light materials, of a kind and in a form suitable for use in photography.
38.01		Artificial graphite; colloidal graphite, other than suspensions in oil:
	01	Artificial graphite.
	02	Colloidal graphite.
38.03		Activated carbon (decolourizing, depolarizing or adsorbent); activated diatomite, activated clay, activated bauxite and other activated natural mineral products:
	02	N.s.m.
38.04		Ammoniacal gas liquors and spent oxide produced in coal gas purification.
38.05		Tall oil.
38.06		Concentrated sulphite lye.
38.07		Spirits of turpentine (gum, wood and sulphate) and other terpenic solvents produced by the distillation or other treatment of coniferous woods; crude dipentene; sulphite turpentine; pine oil (excluding 'pine oils' not rich in terpineol):
	01	Pine oil.
	02	Products, n.s.m.
38.08		Rosin and resin acids, and derivatives thereof other than ester gums included in heading No. 39.05; rosin spirit and rosin oils:
	01	Rosin oils.
	02	Resinates.
	03	Products, n.s.m.
38.09		Wood tar; wood tar oils (other than the composite solvents and thinners falling within heading No. 38.18); wood creosote; wood naphtha; acetone oil:
	01	Wood tar.
	02	Wood creosote and cade oil.
	03	Wood naphtha.
	04	N.s.m.
38.14		Anti-knock preparations, oxidation inhibitors, gum inhibitors, viscosity improvers, anti-corrosive preparations and similar prepared additives for mineral oils:
	01	Additives for heavy mineral oils.
	02	N.s.m.
38.15		Prepared rubber accelerators.
38.16		Prepared culture media for development of micro-organisms.
38.17		Preparations and charges for fire-extinguishers; charged fire-extinguishing grenades.
38.19		Chemical products and preparations of the chemical or allied industries (including those consisting of mixtures of natural products), not elsewhere specified or included; residual products of the chemical or allied industries, not elsewhere specified or included:
	01	Anti-oxidizing preparations and inhibitors used in rubber manufacture.
	02	Disintegrants used in the grinding of clinker.
	05	Anti-scaling compounds for boilers, etc.
	06	Fluxes, de-oxidizers and anti-adhesion agents for metal-smelting.
	07	Natural or artificial bituminous solutions in hydrocarbons, unsuitable for painting uses.
	08	Lysols.
39.01		Condensation, polycondensation and polyaddition products, whether or not modified or polymerized, and whether or not linear (for example, phenoplasts, aminoplasts, alkyds, polyallyl esters and other unsaturated polyesters, silicones):
	ex 03	Artificial resins: of a kind suitable for use in the manufacture of thermo-laminates in accordance with the terms of the note to the present tariff sub-heading.
	05	N.s.m.
	09	Moulding products: N.s.m.
		Artificial plastic materials, whether or not incorporated with paper, fabric or other substances:
		Tubes, n.s.m.:
	19	In order to replace dried guts.
	21	N.s.m.
	23	For floor coverings, n.s.m.

Headings	Sub-headings	Description of Goods
39.02		Polymerization and copolymerization products (for example, polyethylene, polytetrahalocthylenes, polyisobutylene, polystyrene, polyvinyl chloride, polyvinyl acetate, polyvinyl chloroacetate and other polyvinyl derivatives, polyacrylic and polymethacrylic derivatives, coumarone-indene resins):
	02	Artificial resins, n.s.m.
	04	Moulding products, n.s.m.
		Artificial plastic materials, whether or not incorporated with paper, fabric or other substances:
		Tubes, n.s.m.:
	14	In order ro replace dried guts.
39.03		Regenerated cellulose; cellulose nitrate, cellulose acetate and other cellulose esters, cellulose ethers and other chemical derivatives of cellulose, plasticized or not (for example, collodions, celluloid); vulcanized fibre:
	01	Cellulose xanthate.
	03	Collodions.
	04	Ethers and esters, n.s.m.
	05	Moulding products.
		Artificial plastic materials, whether or not incorporated with paper, fabric or other substances:
		Other products:
		Tubes, n.s.m.:
	18	In order to replace dried guts
	20	N.s.m.
	22	For flooring coverings, n.s.m.
39.05		Natural resins modified by fusion (run gums); artificial resins obtained by esterification of natural resins or of resinic acids (ester gums); chemical derivatives of natural rubber (for example, chlorinated rubber, rubber hydrochloride, oxidized rubber, cyclized rubber):
		Chemical derivatives of natural rubber:
	02	As thread with diameter exceeding 1 millimetre up to 3,'
		Sheets and strips:
	03	Weighing up to 160 grammes per square metre, with inscriptions.
	04	Weighing up to 160 grammes per square metre, without inscriptions.
	05	Weighing more than 160 grammes per square metre, with inscriptions.
	06	Weighing more than 160 grammes per square metre, without inscriptions.
	07	Tubes.
	08	N.s.m.
	09	For floor coverings.
39.06		Other high polymers, artificial resins and artificial plastic materials, including alginic acid, its salts and esters; linoxyn:
	02	Products, n.s.m.
39.07		Articles of materials of the kind described in headings Nos. 39.01 to 39.06:
	01	Tubes obtained by sealing the seams of strips, in order to replace dried guts.
40.01		Natural rubber latex, whether or not with added synthetic rubber latex; pre-vulcanized natural rubber latex; natural rubber, balata, gutta-percha and similar natural gums:
	04	Other products.
40.02		Synthetic rubber latex; pre-vulcanized synthetic rubber latex; synthetic rubber; factice derived from oils.
41.01		Raw hides and skins (fresh, salted, dried, pickled or limed), whether or not split, including sheepskins in the wool:
	03	Dried, n.s.m.
41.07		Parchment-dressed leather.
41.10		Composition leather with a basis of leather or leather fibre, in slabs, in sheets or in rolls:
	01	Metallized or varnished.
	02	N.s.m
42.04		Articles of leather or of composition leather of a kind used in machinery or mechanical appliances or for industrial purposes:
		Conveyor or transmission belting:
	01	V belting.
	02	N.s.m.
43.04		Artificial fur and articles made thereot.
	01	In the piece.
44.01		Fuel wood, in logs, in billets, in twigs or in faggots; wood waste, including sawdust.
44.02		Wood charcoal (including shell and nut charcoal), agglomerated or not.
44.21		Complete wooden packing cases, boxes, crates, drums and similar packings imported assembled, unassembled or partly assembled.
44.22		Casks, barrels, vats, tubs, buckets and other coopers' products and parts thereof, of wood, other than staves falling within heading No. 44.08.
45.01		Natural cork, unworked, crushed, granulated or ground; waste cork:
	01	Virgin cork; waste, rejects and pieces of all kinds.
	02	Crushed, granulated or ground cork.
	03	N.s.m.
45.02		Natural cork in blocks, plates, sheets or strips (including cubes or square slabs, cut to size for corks or stoppers):
	01	In plates.
	02	N.s.m.
45.03		Articles of natural cork.
45.04		Agglomerated cork (being cork agglomerated with or without a binding substance) and articles of agglomerated cork.
47.01		Pulp derived by mechanical or chemical means from any fibrous vegetable material:
	02	Chemical pulp.
48.01		Paper and paperboard (including cellulose wadding), machine-made, in rolls or sheets:
	03	Ordinary printing paper, of any colour, of the ordinary newsprint type, weighing from 45 to 60 grammes per, square metre, for printing newspapers, in reels.
	07	Kraft paper.
	ex 09	Paper suitable for printing of punched cards for statistical machines and paper suitable for use in the manufacture of thermo-laminates, in accordance with the terms of the note to the present tariff sub-heading.
48.03		Parchment or greaseproof paper and paperboard, and imitations thereof, and glazed transparent paper, in rolls or sheets:
	02	Paperboard.
48.04		Composite paper or paperboard (made by sticking flat layers together with an adhesive), not surface-coated or impregnated, whether or not internally reinforced, in rolls or sheets:
		N.s.m.:
	02	Paper.
48.07		Paper and paperboard, impregnated, coated, surface-coloured, surface-decorated or printed (not being merely ruled, lined or squared and not constituting printed matter within Chapter 49), in rolls or sheets:
		N.s.m.:
	ex 09	Paper suitable for use in the manufacture of thermo-laminates, in accordance with the terms of the note to the present tariff sub-heading.
48.08		Filter blocks, slabs and plates, of paper pulp.
48.12		Floor coverings prepared on a base of paper or of paperboard, whether or not cut to size, with or without a coating of linoleum compound.
48.15		Other paper and paperboard, cut to size or shape:
		Paperboard:
	22	Insulator for electrical purposes.
	25	For filters.
48.21		Other articles of paper pulp, paper, paperboard or cellulose wadding:
	01	Cards for statistical machines.
	02	Ruled paper for self-recording apparatus.
50.01		Silk-worm cocoons suitable for reeling.
50.02		Raw silk (not thrown).
50.03		Silk waste (including cocoons unsuitable for reeling, silk noils and pulled or garnetted rags).
50.04		Silk yarn, other than yarn of noil or other waste silk, not put up for retail sale:
	01	Fancy.
	02	N.s.m.
50.05		Yarn spun from silk waste other than noil, not put up for retail sale:
	01	Fancy.
	02	N.s.m.
50.06		Yarn spun from noil silk, not put up for retail sale:
	01	Fancy.
	02	N.s.m.
50.07		Silk yarn and yarn spun from noil or other waste silk, put up for retail sale:
	01	Fancy.
	02	N.s.m.
50.08		Silk-worm gut; imitation catgut or silk.
51.01		Yarn of man-made fibres (continuous), not put up for retail sale:
	01	Fancy.
		N.s.m.:
	02	Synthetic fibres.
51.02		Monofil, strip (artificial straw and the like) and imitation catgut, of man-made fibre materials:
	02	Imitation catgut.
51.03		Yarn of man-made fibres (continuous), put up for retail sale:
	01	Fancy.
		N.s.m.:
	02	Synthetic fibres.
54.02		Ramie, raw or processed but not spun; ramie noils and waste (including pulled or garnetted rags).
55.01		Cotton, not carded or combed:
	01	Not dyed.
55.02		Cotton linters.
55.09		Other woven fabrics of cotton:
		Woven fabrics n.s.m.:
	02	Unbleached.
	03	Bleached.
		Dyed:
	04	Weighing up to 6 Kg. per 100m².
	05	Weighing more than 6 Kg. but not more than 14 Kg. per 100,m².
	06	Weighing more than 14 Kg. per 100m².
56.01		Man-made fibres (discontinuous), not carded, combed or otherwise prepared for spinning:
	01	Synthetic fibres.
57.02		Manila hemp (abaca) (Musa textilis), raw or processed but not spun; tow and waste of manila hemp (including pulled or garnetted rags or ropes).
57.04		Other vegetable textile fibres, raw or processed but not spun; waste of such fibres (including pulled or garnetted rags or ropes):
	01	Coir fibre.
	02	Esparto.
57.08		Paper yarn.
57.12		Woven fabrics of paper yarn.
58.10		Embroidery, in the piece, in strips or in motifs:
		With visible ground, in the piece or in strips:
		On other fabrics:
		Other:
	05	For trimming body linen.
59.02		Felt and articles of felt, whether or not impregnated or coated:
	05	Impregnated or coated with bituminous or like materials.
59.03		Bonded fibre fabrics, similar bonded yarn fabrics, and articles of such fabrics, whether or not impregnated or coated:
	01	In the piece.
	02	Carpets, rugs and corridor carpets.
	04	Articles, n.s.m.
59.04		Twine, cordage, ropes and cables, plaited or not.
59.14		Wicks, of woven, plaited or knitted textile materials, for lamps, stoves, lighters, candles and the like; tubular knitted gas-mantle fabric and incandescent gas mantles:
	03	Incandescent gas mantles and knitted gas-mantle fabric.
59.17		Textile fabrics and textile articles, of a kind commonly used in machinery or plant:
	02	Asbestos fabrics.
		Fabric impregnated or coated with any material:
	07	For humidity and corrosion insulating, in ribbons.
	09	Corrosion resistant fabrics, in piece.
	16	Packing, stopping and gaskets, with or without metallic reinforcements, impregnated or not with asbestos or other substances, not including rubber.
60.02		Gloves, mittens and mitts, knitted or crocheted, nor elastic nor rubberized:
	01	For arts and crafts.

(Continued on next page)

EFTA, *continued*

Headings	Sub-headings	Description of goods
64.02		Footwear with outer soles of leather or composition leather; footwear (other than footwear falling within heading No. 64.01) with outer soles of rubber or artificial plastic material):
	02	Of leather, with the leg part of a height of more than 30 cm.
	03	N.s.m. with outer soles of leather or of leather with outer soles of rubber.
	04	N.s.m.
64.03		Footwear with outer soles of wood or cork.
65.01		Hat-forms, hat bodies and hoods of felt, neither blocked to shape, nor with made brims; plateaux and manchons (including slit manchons), of felt.
65.02		Hat-shapes, plaited or made from plaited or other strips of any material, neither blocked to shape nor with made brims.
65.03		Felt hats and other felt headgear, being headgear made from the felt hoods and plateaux falling within heading No. 65.01, whether or not lined or trimmed:
	01	Neither lined nor trimmed.
		N.s.m.:
	03	Men's.
67.01		Skins and other parts of birds with their feathers or down, feathers, parts of feathers, down, and articles thereof (other than goods falling within heading No. 05.07 and worked quills and scapes):
	01	Plumes, egrets and paradices, wired and bound or not.
68.03		Worked slate and articles of slate, including articles of agglomerated slate.
68.04		Millstones, grindstones, grinding wheels and the like (including grinding, sharpening, polishing, trueing and cutting wheels, heads, discs and points), of natural stone (agglomerated or not), of agglomerated natural or artificial abrasives, or of pottery, with or without cores, shanks, sockets, axles and the like of other materials, but not mounted on frameworks; segments and other finished parts of such stones and wheels, of natural stone (agglomerated or not), of agglomerated natural or artificial abrasives, or of pottery:
	01	Grindstones.
		For other purposes:
	03	Of natural materials.
68.05		Hand polishing stones, whetstones, oilstones, hones and the like, of natural stone, of natural or artificial abrasives, or of pottery:
	02	Of natural materials.
68.07		Slag wool, rock wool and similar mineral wools; exfoliated vermiculite, expanded clays, foamed slag and similar expanded mineral materials; mixtures and articles of heat-insulating, sound-insulating, or sound-absorbing mineral materials, other than those falling in heading No. 68.12 or 68.13, or in Chapter 69:
	01	Slag wool, rock wool and similar mineral wools.
	02	Mixtures and articles of heat-insulating and sound-insulating materials containing slag wool, rock wool or similar mineral wools.
	03	Other products.
68.15		Worked mica and articles of mica, including bonded mica splittings on a support of paper or fabric (for example, micanite and micafolium):
	01	In sheets, plates, discs or fragments stuck together.
	02	N.s.m.
69.03		Other refractory goods (for example, retorts, crucibles, muffles, nozzles, plugs, supports, cupels, tubes, pipes, sheaths and rods), other than goods falling within heading No. 69.01.
	03	Boxes, plates and similar products, of silicon carbide, artificial corundum or zirconium compounds, for the firing of ceramic products.
69.04		Building bricks (including flooring blocks, support or filler tiles and the like):
	01	Painted, glazed or decorated.
	02	N.s.m.
69.05		Roofing tiles, chimney pots, cowls, chimney-liners, cornices and other constructional goods, including architectural ornaments:
	01	Roofing tiles.
		Other constructional goods:
	02	Of common pottery.
	03	N.s.m.
70.02		Glass of the variety known as 'enamel' glass, in the mass, rods and tubes.
70.03		Glass in balls, rods and tubes, unworked (not being optical glass):
	01	In tubes with an internal diameter up to 2 millimetres.
70.13		Glassware (other than articles falling in heading No. 70.19) of a kind commonly used for table, kitchen, toilet or office purposes, for indoor decoration, or for similar uses:
	01	Of glass with a low coefficient of expansion.
70.19		Glass beads, imitation pearls, imitation precious and semi-precious stones, fragments and chippings, and similar fancy or decorative glass smallwares, and articles made therefrom; glass cubes and small glass plates, whether or not on a backing, for mosaics and similar decorative purposes; artificial eyes of glass, including those for toys but excluding those for wear by humans; ornaments and other fancy articles of lamp-worked glass; glass grains (ballotini):
	04	Ballotini.
		Note – This sub-heading covers only grains which pass through a No. 60 ASTM sieve.
70.20		Glass fibre (including wool), yarns, fabrics, and articles made therefrom:
	ex 05	Continuous fibres, and yarns, under the terms of the note to this sub-heading.
71.04		Dust and powder of natural or synthetic precious or semi-precious stones.
71.09		Platinum and other metals of the platinum group, unwrought or semi-manufactured:
	01	Unwrought, including platinum sponge, and powder.
73.05		Iron or steel powders; sponge iron or steel:
	01	Iron or steel powders.
	02	Sponge iron or steel.
73.08		Iron or steel coils for re-rolling.
73.09		Universal plates of iron or steel.

Headings	Sub-headings	Description of Goods
73.10		Bars and rods (including wire rod), of iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished (including precision-made); hollow mining drill steel:
	03	Hollow mining drill steel.
	08	N.s.m.
73.11		Angles, shapes and sections, of iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished; sheet piling of iron or steel, whether or not drilled, punched or made from assembled elements:
	06	N.s.m. articles.
73.12		Hoop and strip, of iron or steel, hot-rolled or cold-rolled:
		In other forms:
	04	N.s.m.
73.15		Alloy steel and high carbon steel in the forms mentioned in headings Nos. 73.06 to 73.14:
	01	Puddled bars and pilings; ingots, blocks, lumps and similar forms.
	02	Hollow mining drill steel.
	10	Sticks for parasols.
	11	Pieces roughly shaped by forging.
	12	N.s.m. products.
73.18		Tubes and pipes and blanks therefor, of iron (other than of cast iron) or steel, excluding high-pressure hydro-electric conduits:
		Unworked, or painted, varnished, enamelled or otherwise worked (including Mannesmann tubes and tubes obtained by swaging), whether or not with sockets or flanges, but not otherwise worked:
		'Seamless':
	03	Up to 2·2 millimetres thick.
	04	More than 2·2 millimetres thick.
	05	N.s.m.
73.28		Expanded metal, of iron or steel:
	02	N.s.m.
73.29		Chain and parts thereof, of iron or steel:
		Chains:
	04	N.s.m. articulated link chains including Galle, Renold or Morse chains.
	06	N.s.m.
73.31		Nails, tacks, staples, hook-nails, corrugated nails, spiked cramps, studs, spikes and drawing pins, of iron or steel, whether or not with heads of other materials, but not including such articles with heads of copper:
	ex 03	Nails for shoeing animals.
73.35		Springs and leaves for springs, of iron or steel:
	04	Spiral springs, of round wire or rod exceeding 8 mm. in diameter, or of square or rectangular bar the smallest dimension of which exceeds 8 mm.
74.01		Copper matte; unwrought copper (refined or not), copper waste and scrap:
	01	Copper matte.
		Unwrought copper:
	02	Unrefined.
	03	Fire-refined or electrolytically refined, of a purity of more than 99 per cent.
74.06		Copper powders and flakes.
74.13		Chain and parts thereof, of copper:
		N.s.m. chains:
	03	N.s.m.
75.01		Nickel mattes, nickel speiss and other intermediate products of nickel metallurgy; unwrought nickel (excluding electro-plating anodes); nickel waste and scrap:
	02	N.s.m. products.
75.02		Wrought bars, rods, angles, shapes and sections, of nickel; nickel wire.
75.03		Wrought plates, sheets and strip, of nickel; nickel foil; nickel powders and flakes.
75.04		Tubes and pipes and blanks therefor, of nickel; hollow bars, and tube and pipe fittings (for example, joints, elbows, sockets and flanges), of nickel.
75.05		Electro-plating anodes, of nickel, wrought or unwrought, including those produced by electrolysis.
75.06		Other articles of nickel.
76.01		Unwrought aluminium; aluminium waste and scrap.
76.03		Wrought plates, sheets and strip, of aluminium.
76.04		Aluminium foil (whether or not embossed, cut to shape, perforated, coated, printed, or backed with paper or other reinforcing material), of a thickness (excluding any backing) not exceeding 0·20 mm.:
	01	Including backing.
	02	Excluding any backing.
76.05		Aluminium powders and flakes.
76.16		Other articles of aluminium:
	01	Chains.
77.01		Unwrought magnesium; magnesium waste (excluding shavings of uniform size) and scrap
77.02		Wrought bars, rods, angles, shapes and sections, of magnesium; magnesium wire; wrought plates, sheets and strip, of magnesium; magnesium foil; raspings and shavings of uniform size, powders and flakes, of magnesium; tubes and pipes and blanks therefor, of magnesium; hollow bars, of magnesium:
	01	Powder, flakes and raspings and shavings of uniform size of magnesium.
		Tubes and hollow bars:
	02	Unworked or painted, varnished, enamelled or worked in any other way (including Mannesmann tubes and tubes obtained by swaging), whether or not fitted with sockets or flanges, but not otherwise worked.
	03	N.s.m.
	04	N.s.m. products.
77.04		Beryllium, unwrought or wrought, and articles of beryllium:
	01	Unwrought.
		Wrought.
	02	Semi-manufactures.
	03	N.s.m. articles.
78.01		Unwrought lead (including argentiferous lead); lead waste and scrap:
		Unwrought:
	01	Alloys for printing, stereotyping and zincotyping type.
	02	N.s.m.
	03	Waste and scrap.
78.04		Lead foil (whether or not embossed, cut to shape, perforated, coated, printed or backed with paper or other reinforcing material), of a weight (excluding any backing) not exceeding 1,700 g/m²; lead powders and flakes:
	01	Powders and flakes.
79.01		Unwrought zinc; zinc waste and scrap.

Headings	Sub-headings	Description of Goods
79.03		Wrought plates, sheets and strip, of zinc; zinc foil; zinc powders and flakes:
	01	Powders and flakes.
80.01		Unwrought tin; tin waste and scrap.
80.02		Wrought bars, rods, angles, shapes and sections of tin; tin wire:
	01	N.s.m.
80.04	02	Tin foil (whether or not embossed, cut to shape, perforated, coated, printed, or backed with paper or othe. reinforcing material), of a weight per square metre (excluding any backing) not exceeding 1 kilogramme; tin powders and flakes:
	02	Powder and flakes.
81.01		Tungsten (Wolfram), unwrought or wrought, and articles thereof:
	01	Unwrought.
		Wrought:
	02	Semi-manufactured articles.
	03	Articles, n.s.m.
81.02		Molybdenum, unwrought or wrought, and articles thereof:
	01	Unwrought.
		Wrought:
	02	Semi-manufactures.
81.03		Tantalum, unwrought or wrought, and articles thereof:
	01	Unwrought.
		Wrought:
	02	Semi-manufactures.
	03	N.s.m. products.
81.04		Other base metals, unwrought or wrought, and articles thereof; cermets, unwrought or wrought, and articles thereof:
		Other base metals:
	01	Unwrought.
		Wrought:
	02	Semi-manufactures.
	03	N.s.m. products.
		Cermets:
	04	Unwrought.
	05	Wrought.
82.03		Hand tools, the following: pliers (including cutting pliers), pincers, tweezers, tinmen's snips, bolt croppers and the like; perforating punches; pipe cutters; spanners and wrenches (but not including tap wrenches); files and rasps:
	02	Files and rasps.
82.04		Hand tools including mounted glazier's diamonds, not falling within any other heading of this chapter; blow lamps, anvils; vices and clamps, other than accessories for, and parts of, machine tools; portable forges; grinding wheels mounted on frameworks (hand or pedal operated):
	ex 02	Blow lamps.
82.05		Interchangeable tools for hand tools, for machine tools or for power-operated hand tools (for example, for pressing, stamping, drilling, tapping, threading, boring, broaching, milling cutting, turning, dressing, morticing or screw driving), including dies for wire drawing, extrusion dies for metal, and rock drilling bits:
	03	Adjustable and extensible chucks.
	05	Cutting chains for morticing wood.
	06	Drawing and extrusion dies.
	07	Sounding and drilling tools.
82.08		Coffee-mills, mincers, juice-extractors and other mechanical appliances, of a weight not exceeding 10 kg. and of a kind used for domestic purposes in the preparation, serving or conditioning of food or drink:
	ex 01	Meat mincers.
82.11		Razors and razor blades (including razor blade blanks, whether or not in strips).
82.12		Scissors (including tailors' shears), and blades therefor:
	01	Tailors' shears.
82.13		Other articles of cutlery (for example, secateurs, hair clippers, butchers' cleavers, paper knives); manicure and chiropody sets and appliances (including nail files):
	02	Hair clippers and clippers for shearing animals.
83.07		Lamps and lighting fittings, of base metal, and parts thereof, of base metal (excluding switches, electric lamp holders, electric lamps for vehicles, electric battery or magneto lamps, and other articles falling within Chapter 85 except heading No. 85.22):
	01	Miners' lamps.
	03	Locomotive and railway rolling-stock lanterns.
83.10		Beads and spangles, of base metal:
	01	Gilt or silvered.
	02	N.s.m.
84.05		Steam and other vapour power units, not incorporating boilers:
	01	Power units.
	02	Parts.
84.06		Internal combustion piston engines:
		Engines and motors:
		N.s.m.:
	ex 02	Outboard motors.
	03	More than 25 kW.
84.09		Mechanically propelled road rollers:
	01	Rollers.
84.10		Pumps (including motor pumps and turbo pumps) for liquids, whether or not fitted with measuring devices; liquid elevators of bucket, chain, screw, band and similar kinds:
	ex 03	Submersible pumps fitted with a motor.
84.12		Air conditioning machines, self-contained, comprising a motor-driven fan and elements for changing the temperature and humidity of air.
84.15		Refrigerators and refrigerating equipment (electrical and other):
		Cabinets and other furniture imported with their respective refrigerating units:
	ex 02	Weighing up to 200 Kg. each, for domestic use only.
84.18		Centrifuges; filtering and purifying machinery and apparatus (other than filter funnels, milk strainers and the like), for liquids or gases:
	03	Cream separators.
84.19		Machinery for cleaning or drying bottles or other containers; machinery for filling, closing, sealing, capsuling or labelling bottles, cans, boxes, bags or other containers; other packing or wrapping machinery; machinery for aerating beverages; dish washing machines:
	ex 01	Dish washing and drying machines for household use.
84.23		Excavating, levelling, tamping, boring and extracting machinery, stationery or mobile for earth minerals or ores (for example, mechanical shovels, coal-cutters, excavators, scrapers, levellers and bull-dozers); pile-drivers; snowploughs, not self-propelled (including snowplough attachments):
	01	Excavators.
	02	Excavating machines.
84.25		Harvesting and threshing machinery; straw and fodder presses; hay or grass mowers; winnowing and similar cleaning machines for seed, grain or leguminous vegetables and egg-grading and other grading machines for agricultural produce (other than those of a kind used in the bread grain milling industry falling within heading No. 84.29):
		Machines and apparatus, n.s.m.:
	05	For harvesting of agricultural crops.
84.32		Book-binding machinery, including book-sewing machines:
	01	Machines and apparatus.
	02	Parts.
84.33		Paper or paperboard cutting machines of all kinds, other machinery for making up paper pulp, paper or paperboard:
	02	Machines and apparatus, n.s.m.
84.34		Machinery, apparatus and accessories for type-founding or type-setting; machinery, other than the machine-tools of headings Nos. 84.45, 84.46 or 84.47, for preparing or working printing blocks, plates or cylinders; printing type, impressed flongs and matrices, printing blocks, plates and cylinders; blocks, plates, cylinders and lithographic stones, prepared for printing purposes (for example, planed, grained or polished):
	01	Machines and apparatus.
		Parts for machines and apparatus:
	07	Matrices for type-setting machines.
84.35		Other printing machinery; machines for uses ancillary to printing:
	01	Platen presses of the Minerva type.
84.38		Auxiliary machinery for use with machines of heading No. 84.37 (for example, dobbies, Jacquards, automatic stop motions and shuttle-changing mechanisms); parts and accessories suitable for use solely or principally with the machines of the present heading or with machines falling within headings Nos. 84.36 or 84.37 (for example, spindles and spindle flyers, card clothing, combs, extruding nipples, shuttles, healds and heald-lifters and hosiery needles):
		Parts and accessories:
	07	Extruding nipples of precious metals.
84.39		Machinery for the manufacture or finishing of felt in the piece or in shapes, including felt-hat making machines and hat-making blocks:
	01	Machines and apparatus.
84.41		Sewing machines, furniture specially designed for sewing machines; sewing machine needles:
		Machines:
	02	For industrial use.
84.44		Rolling mills and mills therefor:
	01	Rolling mills:
		Parts:
	02	Rolls, plain, engraved or fluted.
	03	N.s.m.
84.46		Machine-tools for working stone, ceramics, concrete, asbestos-cement and like mineral materials or for working glass in the cold, other than machines falling within heading No. 84.49:
	03	N.s.m. machine tools.
84.49		Tools for working in the hand, pneumatic or with self-contained non-electric motor:
	01	Tools and machine-tools.
	02	Parts.
84.50		Gas-operated welding, brazing, cutting and surface tempering appliances:
	03	N.s.m. machines and apparatus.
84.51		Typewriters, other than typewriters incorporating calculating mechanisms, cheque-writing machines:
	02	Cheque-writing machines.
84.52		Calculating machines; accounting machines, cash registers, postage-franking machines, ticket-issuing machines and similar machines, incorporating a calculating device.
84.53		Statistical machines of a kind operated in conjunction with punched cards (for example, sorting, calculating and tabulating machines); accounting machines operated in conjunction with similar punched cards; auxiliary machines for use with such machines (for example, punching and checking machines).
84.54		Other office machines (for example, hectograph or stencil duplicating machines, addressing machines, coin-sorting machines, coin-counting and wrapping machines, pencil-sharpening machines, perforating, stapling machines):
	01	Duplicators.
	02	Machines, n.s.m.
84.55		Parts and accessories (other than covers, carrying cases and the like) suitable for use solely or principally with machines of a kind falling within headings Nos. 84.51, 84.52, 84.53 or 84.54:
	02	For use with machines and apparatus of a kind falling within heaidng No. 84.53.
84.57		Glass-working machines (other than machines for working glass in the cold); machines for assembling electric filament and discharge lamps and electronic and similar tubes and valves:
	01	Machines.
84.58		Automatic vending machines (for example, stamp, cigarette, chocolate and food machines), not being games of skill or chance:
	01	Automatic vending machines.
	02	Parts.
84.59		Machinery and mechanical appliances (except those suitable for use solely or principally as parts of other machines or apparatus), not falling within any other heading of this Chapter:
	06	Diving suits and diving bells.

(Continued on next page)

EFTA, *continued*

Headings	Sub-headings	Description of Goods
84.62		Ball, roller or needle roller bearings.
	04	N.s.m.
	05	Parts.
85.01		Electrical goods of the following descriptions: generators, motors, convertors (rotary or static), transformers, rectifiers and rectifying apparatus, inductors:
		Three-phase induction motors:
	04	Weighing more than 2,000 Kg.
		Rectifiers:
	11	Weighing more than 500 Kg.
		Generators, transformers and motors, n.s.m.:
	13	Weighing more than 100 and up to 500 Kg.
	14	Weighing more than 500 Kg.
	ex 15	Toroidal cores of pulverized iron and ferrite cores, in accordance with the terms of the note to the present tariff heading.
85.02		Electro-magnets; permanent magnets and articles of special materials for permanent magnets, being blanks of such magnets; electro-magnetic and permanent magnet chucks, clamps, vices and similar work holders; electro-magnetic clutches and couplings; electro-magnetic brakes; electro-magnetic lifting heads.
85.06		Electro-mechanical domestic appliances, with self-contained electric motor:
	01	Vacuum cleaners and floor polishers.
85.07		Shavers and hair clippers, with self-contained electric motor.
85.08		Electrical starting and ignition equipment for internal combustion engines (including ignition magnetos, magneto-dynamos, ignition coils, starter motors, sparking plugsa nd glow plugs); dynamos and cut-outs for use in conjunction therewith:
	01	Ignition magnetos of every type; fly-wheels used in ignition magnetos for bicycle and motor cycle motors.
	02	N.s.m.
85.09		Electrical lighting and signalling equipment and electrical windscreen wipers, defrosters and demisters, for cycle or motor vehicles.
85.10		Portable electric battery and magneto lamps, other than lamps falling within heading No. 85.09:
	01	Miners lamps.
85.12		Electric instantaneous or storage water heaters and immersion heaters; electric soil heating apparatus and electric space heating apparatus; electric hair dressing appliances (for example hair dryers, hair curlers, curling tong heaters) and electric smoothing irons; electro-thermic domestic appliances; electric heating resistors, other than those of carbon:
	04	Electric hair dressing appliances.
85.13		Electrical line telephonic and telegraphic apparatus (including such apparatus for carrier-current line systems):
	01	Telegraphic apparatus.
		Telephonic apparatus:
	02	Telephone sets, hand sets and parts.
	03	Private telephone exchanges, with up to 50 internal lines.
	04	N.s.m.
85.15		Radiotelegraphic and radiotelephonic transmission and reception apparatus; radio-broadcasting and television transmission and reception apparatus (including those incorporating gramophones) and television cameras; radio navigational aid apparatus, radar apparatus and radio remote control apparatus:
	02	Television reception apparatus.
	04	Tuners.
85.16		Electric traffic control equipment for railways, roads or inland waterways and equipment used for similar purposes in port installations or upon airfields:
	01	For railways.
	02	N.s.m.
	03	Parts.
85.18		Electrical capacitors, fixed or variable:
		Fixed:
	02	Weighing more than 50 kgs.
	03	Variable.
85.19		Electric apparatus for making and breaking electrical circuits, for the protection of electrical circuits, or for making connections to or in electrical circuits (for example, switches, relays, fuses, lighting arrestors, surge suppressors, plugs, lampholders, terminals, terminal strips and junction boxes); resistors, fixed or variable (including potentiometers), other than heating resistors; switchboards (other than telephone switchboards, and control panels:
	14	Remote control musical frequency relays.
85.20		Electric filament lamps and electric discharge lamps (including infra-red and ultra-violet lamps); arc-lamps; electrically ignited photographic flashbulbs:
	03	Not specially mentioned.
85.21		Thermionic, cold cathode and photo-cathode valves and tubes (including vapour or gas-filled valves and tubes, cathode-ray tubes, television camera tubes and mercury arc rectifying valves and tubes); photo cells; mounted transistor; and similar mounted devices incorporating semi-conductors; mounted piezo-electric crystals:
		Electronic lamps, tubes and valves:
	01	Cathodic.
	02	N.s.m.
	03	Articles, n.s.m.
85.22		Electrical goods and apparatus (except those suitable for use solely or principally as parts of other machines or apparatus), not falling within any other heading of this Chapter:
	01	Machines and apparatus.
	02	Parts.
85.24		Carbon brushes, arc-lamps carbons, battery carbons, carbon electrodes and other carbon articles of a kind used for electrical purposes:
	01	Prepared carbon and graphite, for batteries, and electrodes for furnaces and electrolysis.
85.26		Insulating fittings for electrical machines, appliances or equipment, being fittings wholly of insulating material apart from any minor components of metal incorporated during moulding solely for purposes of assembly, but not including insulators falling within heading No. 85.25:
	01	Of ceramic materials or glass.
	02	Of other materials.
86.03		Other rail locomotives.
86.04		Mechanically propelled railway and tramway coaches, vans and trucks, and mechanically-propelled track inspection trolleys:
	04	Track inspection trolleys.
86.05		Railway and tramway passenger coaches and luggage vans; hospital coaches, prison coaches, testing coaches, travelling post office coaches and other special purpose railway coaches.
86.09		Parts of railway and tramway locomotives and rolling-stock:
		Other parts:
	05	Wheel centres, coupling gear and metal tyres.
86.10		Railway and tramway track fixtures and fittings; mechanical equipment, not electrically powered, for signalling to or controlling road, rail or other vehicles, ships or aircraft; parts of the foregoing fixtures, fittings or equipment:
	01	Assembled tracks.
87.06		Parts and accessories of the motor vehicles falling within heading Nos. 87.01, 87.02 or 87.03:
	02	Tracks and cogwheels and parts therefor, for tractors.
87.07		Works trucks, mechanically propelled, of the types used in factories or warehouses for short distance transport or handling of goods (for example, forklift trucks and platform trucks); tractors of the type used on railway station platforms; parts of the foregoing trucks and tractors:
	01	Trucks.
		Parts:
	05	N.s.m.
87.08		Tanks and other armoured fighting vehicles, motorized, whether or not fitted weapons, and parts of such vehicles.
87.09		Motor-cycles, auto-cycles and cycles fitted with an auxiliary motor, with or without side-cars; side-cars of all kinds:
		Motor-cycles, auto-cycles and cycles fitted with an auxiliary motor, n.s.m.:
		With side-cars or fitted with bodies:
	02	For fire brigades.
88.01		Balloons and airships.
88.02		Flying machines, gliders and kites; rotochutes.
88.03		Parts of goods falling in heading No. 88.01 or 88.02.
88.04		Parachutes and parts thereof and accessories thereto.
88.05		Catapults and similar aircraft launching gear; ground flying trainers; parts of any of the foregoing articles.
90.05		Refracting telescopes (monocular and binocular), prismatic or not.
90.06		Astronomical instruments (for example, reflecting telescopes, transit instruments and equatorial telescopes), and mountings therefor, but not including instruments for radio-astronomy.
90.07		Photographic cameras; photographic flashlight apparatus:
	01	Weighing up to 20 kg. each.
	02	Weighing more than 20 kg.
90.10		Apparatus and equipment of a kind used in photographic or cinematographic laboratories, not falling within any other heading in this Chapter; photo-copying apparatus (contact type); spools or reels, for film; screens for projectors.
90.11		Microscopes and diffraction apparatus, electron and proton.
90.12		Compound optical microscopes, whether or not provided with means for photographing or projecting the image.
90.13		Optical appliances and instruments (but not including lighting appliances other than searchlights or spotlights), not falling within any other heading of this Chapter:
	01	Searchlights and spotlights.
	02	N.s.m. apparatus.
90.14		Surveying (including photogrammetrical surveying), hydrographic, navigational, meteorological, hydrological and geophysical instruments; compasses; rangefinders.
90.15		Balances of a sensitivity of 5 centigrams or better, with or without their weights.
90.17		Medical, dental, surgical and veterinary instruments and appliances (including electro-medical apparatus and ophthalmic instruments):
	02	N.s.m. instruments and apparatus.
90.18		Mecano-therapy appliances; massage apparatus; psychological aptitude-testing apparatus; artificial respiration, ozone therapy, oxygen therapy, aerosol therapy or similar apparatus; breathing appliances (including gas masks and similar respirators):
	01	Portable breathing appliances; gas masks and similar respirators.
	02	N.s.m. apparatus.
90.19		Orthopaedic appliances, surgical belts, trusses and the like; artificial limbs, eyes, teeth and other artificial parts of the body; deaf aids; splints and other fracture appliances:
	01	Artificial teeth.
	02	Deaf aids.
90.20		Apparatus based on the use of X-rays or of the radiations from radio-active substances (including radiography and radiotherapy apparatus); X-ray generators; X-ray tubes; X-ray screens; X-ray high tension generators; X-ray control panels and desks; X-ray examination or treatment tables, chairs and the like.
90.21		Instruments, apparatus or models, designed solely for demonstrational purposes (for example, in education or exhibition), unsuitable for other uses.
90.22		Machines and appliances for testing mechanically the hardness, strength, compressibility, elasticity and the like properties of industrial materials (for example, metals, wood, textiles, paper or plastics).
90.25		Instruments and apparatus for physical or chemical analysis (such as polarimeters, refractometers, spectrometers, gas analysis apparatus); instruments and apparatus for measuring or checking viscosity, porosity, expansion, surface tension or the like (such as viscometers, prosimeters, expansion meters); instruments and apparatus for measuring or checking quantities of heat, light or sound (such as photometers (including exposure meters), calorimeters); microtomes.
90.26		Gas, liquid and electricity supply or production meters; calibrating meters therefor:
	04	For other fluids.
90.27		Revolution counters, production counters, taximeters, mileometers, pedometers and the like, speed indicators (including magnetic speed indicators) and tachometers (other than articles falling within heading No. 90.14); stroboscopes.
90.28		Electrical measuring, checking, analyzing or automatically controlling instruments and apparatus:
	03	Automatic voltage regulators.

Headings	Sub-headings	Description of goods
91.04		Other clocks:
	04	Chronometers.
92.03		Pipe and reed organs, including harmoniums and the like:
	02	N.s.m. musical instruments.
92.04		Accordions, concertinas and similar musical instruments: mouth organs.
92.07		Electro-magnetic, electrostatic, electronic and similar musical instruments (for example, pianos, organs, accordions):
	01	Pianos.
	ex 03	Musical instruments, n.s.m., not including carillons.
92.09		Musical instruments strings.
92.10		Parts and accessories of musical instruments (other than strings), including perforated music rolls and mechanisms for musical boxes; metronomes, tuning forks and pitch pipes of all kinds:
	01	Metronomes.
	02	Tuning forks and pitch pipes.
	03	N.s.m. parts and accessories of musical instruments.
92.11		Gramophones, dictating machines and other sound recorders and reproducers, including record-players and tape decks, with or without sound-heads; television image and sound recorders and reproducers, magnetic:
	01	Television image and sound recorders and reproducers, magnetic.
92.12		Gramophone records and other sound or similar recordings; matrices for the production of records, prepared record blanks, film for mechanical sound recording, prepared tapes, wires, strips and like articles of a kind commonly used for sound or similar recording:
		Sound recording media:
		Prepared for recording:
	01	Wires, strips and tapes.
	02	N.s.m.
		Recorded:
	03	For teaching languages.
	05	Matrices and electrolytic moulds.
93.01		Side-arms (for example, swords, cutlasses and bayonets) and parts thereof and scabbards and sheaths therefor.
93.03		Artillery weapons, machine-guns, sub-machine-guns and other military firearms and projectors (other than revolvers and pistols).
93.04		Other firearms, including Very light pistols, pistols and revolvers for firing blank ammunition only, line-throwing guns and the like:
	08	N.s.m. articles.
93.05		Arms of other descriptions, including air, spring and similar pistols, rifles and guns.
93.06		Parts of arms, including roughly sawn gun stock blocks and gun barrel blanks, but not including parts of side-arms:
	01	For military weapons.
95.01		Worked tortoise-shell and articles of tortoise-shell:
	01	Worked tortoise-shell.
95.02		Worked mother-of-pearl and articles of mother-of-pearl:
	01	Worked mother-of-pearl.
95.03		Worked ivory and articles of ivory:
	01	Worked ivory.
95.05		Worked horn, coral (natural or agglomerated) and other animal carving material, and articles of horn, coral (natural or agglomerated) or of other animal carving material.
		Horn, antlers, hooves, nails, claws and beaks:
	01	Worked.
		Coral:
	03	Worked.
95.06		Worked vegetable carving material (for example, corozo) and articles of vegetable carving material:
	01	Worked.
95.07		Worked jet (and mineral substitutes for jet), amber, meerschaum, agglomerated amber and agglomerated meerschaum, and articles of those substances:
	01	Worked.
98.06		Slates and boards, with writing or drawing surfaces, whether framed or not.
98.10		Mechanical lighters and similar lighters, including chemical and electrical lighters, and parts thereof, excluding flints and wicks:
	01	Of silver.
	02	Of other precious metals.
	03	Gilt or silvered, or of rolled precious metals.
ex 98.11		Filter cartridges for cigarettes, imported into Metropolitan Portugal by enterprises authorized by law to process tobacco on an industrial basis.
99.01		Paintings, drawings and pastels, executed entirely by hand (other than industrial drawings falling within heading No. 49.06 and other than hand-painted or hand-decorated manufactured articles).
99.02		Original engravings, prints and lithographs.
99.03		Original sculptures and statuary, in any material.
99.05		Collections and collectors' pieces of zoological, botanical, mineralogical, anatomical, historical, archaeological, paleontological, ethnographic or numismatic interest.
99.06		Antiques of any age exceeding one hundred years.

FRANCE

Liberalization of imports

THE FRENCH *Journal Officiel* of January 12 announced the liberalization of certain goods when imported from and originating in the member countries of the former OEEC, the United States and Canada. The list of non-liberalized items (List I) published in the *Board of Trade Journal* of May 6, 1966 (pages 1028-1031) should be amended by deleting the following items which have been liberalized.

Tariff No.	Description
12.01 A	Oil seeds and oleaginous fruit, whole or broken; groundnuts.
15.07 B II c 2 ex aa	Crude groundnut oils.
15.07 B II c 2 ex bb	Groundnut oils, other than crude.

THE FRENCH *Journal Officiel* of December 30, 1967, announced that resin, including 'resinous pitch' (Tariff No. 38.08A) should continue to remain subject to quantitative restrictions when imported from the member countries of the former OEEC, the United States and Canada until December 31, 1968.

The full French text of these notices may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

Imports of goods from Britain under negotiated quotas

THE FRENCH *Journal Officiel* of January 13 announced the opening of the undermentioned quota for the import of British goods in anticipation of an agreement on Angio-French commercial arrangements for 1968.

Quota No.	Description	Tariff No.
43	Light boats and replacement parts	89.01 B ex 1

Applications for import licences on form AC, together with a pro-forma invoice, may be submitted to the Direction générale des douanes et droits indirects, division des autorisations commerciales (Importations), 8 rue de la Tour-des-Dames, Paris, 9e, where they will be examined as and when they are received.

Applications already made for this quota in respect of the notice published in the *Board of Trade Journal* of July 14, 1967 (page 121) are still valid and will be examined under the same conditions as set out above.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

BELGIUM

Restrictions on the import of wool

THE BELGIAN Ministry of Agriculture have announced verbally and are applying the following restrictions on the import of wool into Belgium:

(1) Greasy wool of British origin and 1967 shearing cannot be imported.

(2) 1966 shearing is accepted provided an appropriate declaration is made to the Customs.

(3) Treated wool is accepted provided an appropriate declaration is made to the Customs.

(4) Wool of foreign origin which has passed through a British port is accepted but the packing is disinfected on arrival.

In cases where a declaration is needed, British exporters should write to: Dr. O. Baeten, Service Veterinaire, Ministére de l'Agriculture, 18 Boulevard de Berlaimont, Brussels 1.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

SWITZERLAND

Amendment to customs tariff

THE SWISS Federal Council has published an order, effective from January 1, 1968, amending the rate of import duty on extract of coffee eligible from EFTA tariff treatment, as follows:

Tariff Heading	Description	Rate of Duty (Swiss francs per 100 kg. gross)	
		Old Rate	New Rate
BN 21.02	ex 01 Extract of coffee	180·0	170·0

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).

ITALY

Compensatory Tax on certain iron and steel products

THE ITALIAN Government have published the text of Law No. 1147 of November 14, 1967, which amends the rates of Compensatory Tax and General Turnover Tax refunds on certain iron and steel products. A list of the goods affected is given below:

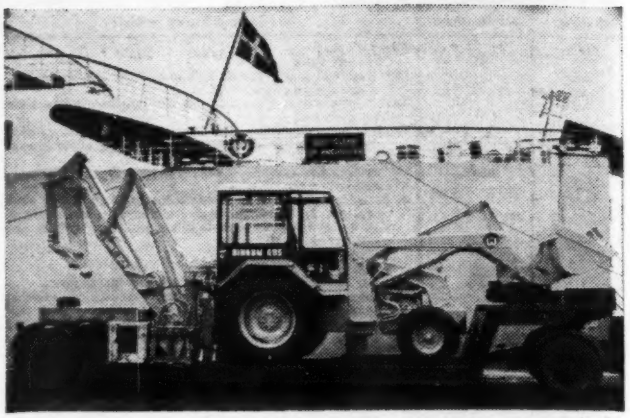
		Refund Tax on Exports	Compensatory Tax on Imports
73.01	Pig iron, cast iron and spiegeleisen, in pigs, blocks, lumps and similar forms . .	4·50	4·50
73.02	Ferro-alloys	4·50	4·50
73.08	Iron or steel coils for re-rolling . . .	5·50	5·50
73.10	Bars and rods (including wire rods) of iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished (including precision made), hollow mining drill steel . . .	5·50	5·50
73.11	Angles, shapes and sections, of iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished; sheet piling of iron or steel, whether or not drilled, punched or made from assembled elements	5·50	5·50
73.12	Hoops and strips of iron or steel hot-rolled or cold-rolled	6·0	6·0
73.13	Sheets and plates, of iron or steel, hot-rolled or cold-rolled	6·0	6·0
73.14	Iron or steel wire, whether or not coated, but not insulated	6·0	6·0
73.15	Alloy steel and high carbon steel in the forms mentioned in headings 73.08, 73.10 to 73.14:		
	(A) High carbon steel:		
	(III) (a) Coils for re-rolling, of iron or steel	5·50	5·50
	(IV) Bars and rods (including wire rod and hollow mining drill steel) and angles, shapes and sections . .	5·50	5·50
	(V) Hoop and strip	6·0	6·0
	(VI) Sheets and plates	6·0	6·0
	(VII) Wire, whether or not coated but not insulated	6·0	6·0
	(B) Alloy steel:		
	(III) (a) Coils for re-rolling . . .	5·50	5·50
	(IV) Bars and rods (including wire rod and hollow mining drill steel) and angles, shapes and sections . .	5·50	5·50
	(V) Hoop and strip	6·0	6·0
	(VI) Sheets and plates	6·0	6·0
	(VII) Iron or steel wire, whether or not coated but not insulated . . .	6·0	6·0
73.16	Railway and tramway track construction material of iron or steel, the following rails, check-rails, switch blades crossings (or frogs), crossing pieces, point rods, rack rails, sleepers, fishplates, chairs, chair wedges, sole plates, rail clips, bedplates and ties .	5·50	5·50

Inquiries concerning this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466/467/482/7069).

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.



A Whitlock 605 excavator-loader manufactured by Whitlock Bros. Ltd., of Great Yeldham, Essex, awaiting shipment to Denmark by the United Steamship Co.'s 'Winston Churchill' at Harwich (Parkeston Quay). Whitlock's, who export over 40 per cent of their annual production, are regularly shipping excavators to Denmark, where they are distributed by Nicolaisen & Larsen A/S, of Ulfborg. The 605 model is claimed to be the most powerful tractor mounted excavator available in the United Kingdom.

EUROPEAN ECONOMIC COMMUNITY

Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
72/67	Continuing Regulation No. 116/65 concerning the term of validity of the amount of the refund applicable in particular cases to exports to third countries of certain preserved dairy products	8d. (11d.)
212/67	On transitional measures governing the collection of levies in the eggs and poultry meat sector	1s. 6d. (1s. 9d.)
228/67	On the starch content of compound foodstuffs, the starch and ash content of brans and the denaturing of flour of manioc and other roots	1s. (1s. 3d.)
277/67	On premiums and discounts applicable to intervention on cereals	1s. (1s. 3d.)
281/67	Fixing the maximum amounts of the refund on production for sugars for use in the chemical industry	8d. (11d.)
284/67	On certain details of the procedure for applying export refunds for oil seeds	10d. (1s. 1d.)
306/67	Adopting further provisions to Regulation No. 124/67 fixing the basic price and the purchasing price of tomatoes . .	8d. (11d.)
311/67	Amending the Council Regulation No. 63 determining the emoluments of Members of the Commission	8d. (11d.)
316/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
334/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
351/67	Fixing the levies applicable to cereals and wheat or rye flour, groats, and meal	10d. (1s. 1d.)
352/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
412/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
421/67	Determining the amount of the subsidy in the oil seeds sector	10d. (1s. 1d.)
425/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	10d. (1s. 1d.)
430/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
617/67	Relating to trade in beef and veal salted or in brine . . .	8d. (11d.)

Common organization of the market for oils and fats

THE *Board of Trade Journal* dated January 19, 1968 (page 206) contained an announcement about the common organization of the market for oils and fats.

The text of the following Regulation which affects trade in the oil seeds sector was published in the *Journal Officiel des Communautés Européennes* No. L12 dated January 16, 1968.

Regulation (CEE) No. 52/68) fixes the amount of refunds for oil seeds.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

Common organization of the market for eggs

THE *Board of Trade Journal* dated January 12, 1968 (page 132) contained an announcement about the common organization of the market for eggs.

The texts of the following Regulations which also affect trade in this sector were published in the *Journal Officiel des Communautés Européennes*.

Regulation (CEE) No. 46/68 modifies the supplementary amount for certain eggs in the shell (*Journal Officiel* No. L11 dated January 13, 1968).

Regulation (CEE) No 53/68 modifies the supplementary amount for certain products in the egg sector (*Journal Officiel* No. L12 dated January 16, 1968).

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423.) In due course unofficial translations of these Regulations will be published by HMSO.

Common organization of the market for rice

THE *Board of Trade Journal* dated January 19, 1968 (page 206) contained an announcement about the common organization of the market for rice.

The text of the following Regulations which also affects trade in this sector was published in the *Journal Officiel des Communautés Européennes*.

Regulation (CEE) No. 26/68 modifies the levies applicable to imports of processed products with a cereal and rice base (*Journal Officiel* No. L6 dated January 10, 1968).

Regulation (CEE) No. 51/68 amends Regulation 469/67/CEE by fixing the corrector amounts relative to the types of rice 'Blue Belle' and 'Fortuna' and the types of broken rice 'Fine de Turquie', 'Glutinous C3' and 'Glutinous A1' (*Journal Officiel* No. L12 dated January 16, 1968).

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

Common organization of the market for cereals

THE *Board of Trade Journal* dated January 19, 1968 (page 206) contained an announcement about the common organization of the market for cereals.

The text of the following Regulation which also affects trade in this sector was published in the *Journal Officiel des Communautés Européennes* No. L6 dated January 10, 1968.

Regulation (CEE) No. 26/68 modifies the levies applicable to imports of processed products with a cereal and rice base.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

Trade in processed products with a fruit and vegetable base

THE *Board of Trade Journal* dated January 19, 1968 (page 206) contained an announcement about trade in processed products with a fruit and vegetable base.

The text of the following Regulation which also affects trade in this sector was published in the *Journal Officiel des Communautés Européennes* No. L11 dated January 13, 1968.

Regulation (CEE) No. 47/68 fixes for each Member State the price difference of white sugar applicable for the calculating of the levy and refund for processed products with a fruit and vegetable base.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

Trade agreement between Turkey and the European Economic Community

THE *Board of Trade Journal* dated January 19, 1968 (pages 204 and 205) contained an announcement about a trade agreement between Turkey and the European Economic Community.

The following further Decision relating to this trade agreement has been published in the *Journal Officiel des Communautés Européennes* No. L7 dated January 10, 1968.

Decision No. 68/3/CEE sets up and puts into effect a community tariff quota for tobacco, raw or unmanufactured, and tobacco refuse, coming under tariff heading 24.01, originating in and coming from Turkey.

The French text of the above Decision may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Corrigendum

THE FOLLOWING ammendments should be made to the announcement on the above subject published in the *Board of Trade Journal* dated January 19, 1968 (pages 204 and 205): –

(1) Council Regulation No. 973/67/EEC, Article 2, paragraph 2, line 2. The word 'conditions' should be amended to read 'condition';

(2) The final sentence of the paragraph beginning 'The text of Decision No. 67/756/CEE....' should read as follows – 'This institutes the following annual tariff quotas and provides for tariff adjustments on certain other products;

(3) Table I, the second item in the last column, fourth line, 'or' should be amended to read 'to';

(4) Table III, under Tariff No. EX 58.01B the description of the product should be 'Hand made silk carpets'.

(*Continued on next page*)

The Wedgwood agent for Germany, Austria, Spain and Portugal, Mr. August Warnecke (right) of Hamburg, recently toured the Wedgwood factory at Barlaston, Stoke-on-Trent. He is seen here with Mr. Arthur Bryan (front), managing director of Wedgwood, and, left to right, Mr. F. L. Morrall (production director), Mr. P. Williams (finance director), Mr. Martin Wedgwood (European sales manager), Mr. W. U. Lydeard (general sales manager), Mrs. Warnecke and Mr. Uwe Schmidt-Warnecke.

EEC, *continued*

Suspension of import duties on certain spices and certain sports goods

THE *Journal Officiel des Communautés Européennes* No. L7 dated January 10, 1968, contains the text of **Decision No. 68/6/CEE** which temporarily reduces or totally suspends for the period January 1, 1968, to June 30, 1969, the Common Tariff applicable to imports from third countries of the items listed below. This is an extension of **Decision No. 67/38,** details of which were published in the *Board of Trade Journal* dated February 10, 1967 (page 388).

The same *Journal Officiel* contains the text of a **Decision No. 68/8** taken by the representatives of the Governments of the Member States to align their national tariffs on the Common Tariff as amended by the **Decision No. 68/7/CEE.**

Tariff No.	Description of Goods	Duty
Ex 08.01 D	Cashew nuts	2·5%
Ex 09.04 A II (c)	Pimento of the genus capsicum, not crushed or ground, other	10·0%
Ex 09.04 B	Pimento of the genus capsicum, not crushed or ground	12·0%
Ex 09.08 A II (b)	Amomum and cardamoms not crushed or ground, other	Total suspension
Ex 09.08 B	Amomum and cardamoms, crushed or ground	Total suspension
09.09 A III (b)	Coriander seeds, not crushed or ground, other	Total suspension
Ex 09.09 B II	Coriander seeds, crushed or ground	Total suspension
09.10 D I (b)	Ginger, in the form of whole root, pieces or slices, other	Total suspension
09.10 D II	Ginger imported in other forms	Total suspension
Ex 09.10 E II	Curry powder and paste	Total suspension
13.02 A II	Bleached shellac	Total suspension
15.07 B I (a) 2	Castor oil for other use	7%
Ex 15.07 B I (b) I (bb)	Tobacco seed oil, crude	Total suspension
Ex 15.07 B I (b) 2	Tobacco seed oil, other	Total suspension
Ex 20.01	Mango chutney	Total suspension
Ex 20.04	Ginger preserved by sugar	Total suspension
Ex 20.06 B II (a)	Ginger, prepared or preserved, without alcohol, with sugar, added, in immediate packing of a net capacity of more than 1 kg.	Total suspension
Ex 20.06 B II (b)	Ginger, prepared or preserved, without alcohol, with sugar added, in immediate packing of a net capacity of less than 1 kg.	Total suspension
Ex 21.04	Mango chutney sauce	Total suspension
Ex 97.06	Articles for cricket and polo	Total suspension

Decision No. 68/9/CEE totally suspends the customs duty applied to the following goods when they are imported by one Member State from another Member State. This suspension is valid for the period January 1, 1968, to June 30, 1969.

Common Tariff No.	Description of Goods	Duty
Ex 08.01 D	Cashew nuts	Totally suspended
Ex 09.04 A II (c)	Pimento of the genus capsicum, not crushed or ground, other	Totally suspended
Ex 09.04 B	Pimento of the genus capsicum, not crushed or ground, other	Totally suspended

The French text of the above Decisions may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Suspension of import duties on tea and tropical hardwoods

THE *Board of Trade Journal* of January 13, 1967 (page 107) contained details of the extension, until December 31, 1967, of the arrangement made between the United Kingdom and the European Economic Community for the simultaneous suspension of import duties on tea and tropical hardwoods (tariff headings 09.02, 09.03, 44.03, 44.04 and 44.05).

By an exchange of letters on December 21, 1967, the United Kingdom and the European Economic Community have agreed to extend the agreement for a further period of 18 months until June 30, 1969.

The Decisions bringing these arrangements into effect in the Member States of the EEC were published in the *Journal Officiel des Communautés Européennes* No. L7 dated January 10, 1968. **Decision No. 68/5/CEE** authorizes the suspension of the Common Customs Tariff for the items concerned, and **Decision No. 68/7/CEE** records the agreement of the Member States to apply the suspensions in their national tariffs. The products concerned are set out below.

Common Tariff No.	Description of Goods	Duty
09.02	Tea:	
	A. Imported in immediate packings of a net capacity of 3 kg. or less	5%
	B. Other	Total suspension
09.03	Mate	Total suspension
44.03	Wood in the rough, whether or not stripped of its bark or merely roughed down:	
	A. Tropical timber of the species listed in the additional Note to Chapter 44 of the tariff	Total suspension
44.04	Wood, roughly squared:	
	A. Tropical timber of the species listed in the Additional Note to Chapter 44 of the tariff	Total suspension
44.05	Wood, sawn lengthwise, sliced or peeled, but not further prepared, of a thickness exceeding 5 millimetres:	
	A. Tropical timber of the species listed in the Additional Note to Chapter 44 of the tariff	Total suspension

The additional Note to Chapter 44 of the tariff referred to above, and the French text of the Decisions, may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.1 (Tel. 01-248 5757, Ext. 423).

SPAIN

Duties within quota limits

IN THE *State Gazette* of January 13, the Spanish authorities announced the establishment of an additional duty-free quota for the import of cotton, not carded or combed (sub-heading 55.01). The quota is for a maximum of 24,400 tons, and is additional to those duty-free quotas notified in the *Board of Trade Journals* for August 4, 1967 (page 295), and October 13, 1967 (page 940).

Customs tariff

IN THE *State Gazette* of January 9, the Spanish authorities announced the following duty reductions on the sub-heading of their customs tariff referred to:

Tariff heading	Description	Transitory Duty	
		Existing rate	Percentage reduction
32.05 A	Synthetic organic dyestuffs and synthetic organic products of a kind used as luminophores:		
	of a c.i.f. price less than 200 Pesetas per kg.	86 Pesetas per kg.	no change
	of a c.i.f. price between 200 and 300 Pesetas per kg.	86 Pesetas per kg.	25%
	of a c.i.f. price more than 300 Pesetas per kg.	86 Pesetas per kg.	50%

It is confirmed that this amendment supersedes that published in the *Board of Trade Journal* of December 5, 1967 (page 1670).

Suspension of customs duties on soya beans

IN THE *State Gazette* of January 16, the Spanish authorities announced that the suspension of customs duties on soya beans (sub-heading 12 01 B 3) had been extended until April 30, 1968.

Duty-free quota for coking coal

IN THE *State Gazette* of January 16, the Spanish authorities announced the establishment of a duty-free quota of coking coal (sub-heading 27 01 A) for the year 1968 amounting to 1,750,000 tons.

Import regulations for synthetic fibres

IN THE *State Gazette* of January 17, the Spanish authorities published regulations defining the conditions necessary for the liberalized import of certain synthetic fibres. The conditions state that the fibres listed below will be imported under the liberalized regime provided they proceed directly from factories that use monomer as a raw material in the production process. Fibres which do not fulfil these conditions will be considered as de-liberalized.

Tariff heading	Description
51.01 A 1	Yarn of polyamides '6' and '66' (continuous) not put up for retail sale
51.02 A 1	Monofil, strip (artificial straw and the like) and imitation catgut of polyamides '6' and '66' (continuous)
56.01 A 2	Polyester fibres (discontinuous), not carded, combed or otherwise prepared for spinning
A 3	Acrylic fibres (discontinuous), not carded, combed or otherwise prepared for spinning
56.02 A 2	Continuous filament tow for the manufacture of polyester fibres (discontinuous)
A 3	Continuous filament tow for the manufacture of acrylic fibres (discontinuous)
56.04 A 2	Polyester fibres (discontinuous or waste), carded, combed or otherwise prepared for spinning
A 3	Acrylic fibres (discontinuous or waste), carded, combed or otherwise prepared for spinning

EAST AFRICA

Brussels Nomenclature tariff

THE NEW East African Customs and Excise Tariffs which apply to Kenya, Uganda and the Republic of Tanzania, including Zanzibar, have been published and became effective from January 1, 1968.

The Schedules have been reclassified according to the Brussels Nomenclature. Copies of the new Tariffs may be inspected at the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

NIGERIA

Import licensing regulations

TELEGRAPHIC INFORMATION has been received by the Board of Trade concerning import licensing regulations in Nigeria.

With effect from January 17 the following items are subject to specific import licensing requirements:

Sugar confectionery, excluding chocolates; tomato puree; common and toilet soap; packing containers of paper; envelopes; enamel ware (the existing licensing machinery is being tightened up); chairs of all materials; domestic and office furniture; beer; cigarettes; rice; vegetable roots and fibres; coated or impregnated textile fabrics (shinies and taffetas); edible nuts; pastry biscuits and cakes; handbags and wallets, etc.; wood and plywood, semi-worked; exercise books; developed cinematograph films; paperboard labels; unissued postage and similar stamps; bank notes and similar documents of title; toys; indoor games, etc.; fountain pens, especially ball point pens; imitation jewellery; passenger cars; wines and spirits; stockfish; cereals, flour and starch for food (not industrial starch); food preparations not elsewhere specified in the Nigerian Trade Summary; carpets and rugs; radios, radiograms, television sets, tape recorders and gramophones; outer garments; shirts, textile piecegoods (listed in statistical Nos. 652.23-655.40 inclusive); socks; made-up tarpaulins; beads; flasks; houseware of ceramic materials other than china; domestic utensils (A) of aluminium, (B) of other metals other than enamel and aluminium; domestic refrigerators; domestic washing machines; domestic air conditioning machines; electric hair dryers and cookers; pleasure boats; porcelain or china household ware.

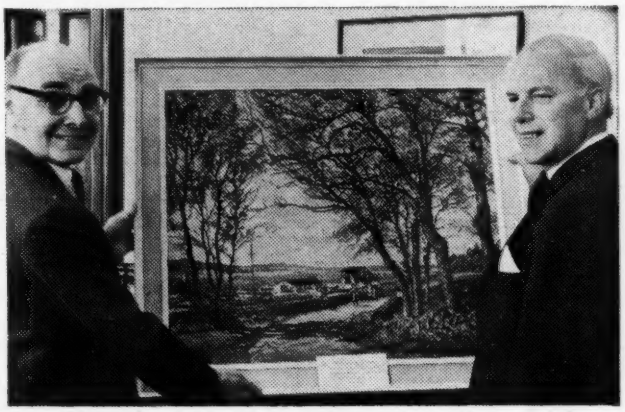
Until further details of the methods of operation are announced, imports of the items mentioned above should be suspended. Comprehensive details of these regulations will be published as soon as possible.

Meanwhile any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248, 5757, Ext. 472).

REPUBLIC OF SOUTH AFRICA

New designs legislation

THE DESIGNS ACT, 1967, which consolidates and amends the existing law relating to designs and the Designs Regulations, 1968, made under the new Act came into force in South Africa on January 1, 1968. Copies of the Act and the Regulations are available for consultation in the Foreign Patents Section of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Southampton Buildings, Chancery Lane, London, W.C.2.



Prior to the Dundee Chamber of Commerce Mission's departure for South Africa, Lord Provost Alex. Mackenzie (left) hands over to Mr. A. S. Kyle, leader of the Mission, a reproduction of a painting by Dundee artist J. McIntosh Patrick entitled 'The Tay Road Bridge, Dundee'. The reproduction, gifted to Dundee Corporation for the purpose by Valentine & Sons Ltd., fine art printers, Dundee, was presented by Mr. Kyle to Mayor Charles Shaw of Dundee, Natal.

Customs tariff applications

CUSTOMS TARIFF Application List No. 459, published in the South African *Government Gazette* of January 19, contains applications to the Board of Trade and Industries for increases in duty on:

1. Electric filament lamps, under tariff sub-headings 85.20.90 and 85.20.95, as follows:
   (a) vacuum type not exceeding 60 watts and with a bulb diameter of 58 mm or greater, from 55 cents per 100 (General) and 5 cents per 100 (United Kingdom) to 255 cents per 100 (General) and 205 cents per 100 (United Kingdom);
   (b) vacuum type, exceeding 60 watts and with a bulb diameter of 58 mm or greater, from 110 cents per 100 (General) and 10 cents per 100 (United Kingdom) to 310 cents per 100 (General) and 210 cents per 100 (United Kingdom);
   (c) gas-filled, not exceeding 100 watts and with a bulb diameter of 58 mm or greater, from 110 cents per 100 (General) and 10 cents per 100 (United Kingdom) to 310 cents per 100 (General) and 210 cents per 100 (United Kingdom);
   (d) gas-filled, exceeding 100 watts and with a bulb diameter of 78 mm or greater, from 220 cents per 100 (General) and 20 cents per 100 (United Kingdom) to 520 cents per 100 (General) and 320 cents per 100 (United Kingdom).
2. Resin rubber and microcellular rubber soling materials in sheet form, from 20 per cent *ad valorem* to 35 per cent *ad valorem*.

Those British trade organizations thought to be interested in the applications are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization, should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the applications, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference 1. CRE 228/68, and 2, CRE 230/68.

(*Continued on next page*)

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

SOUTH AFRICA, *continued*

Customs tariff changes

GOVERNMENT NOTICES R33 and R34, published in the Republic of South Africa *Government Gazette* of January 12, amend the Republic's customs tariff as follows:

Tariff Heading	Statistical Unit	Rate of Duty		
		General	M.F.N.	Preferential
R.33. Chapter 39. By the substitution for Note 3 (a) to Chapter 39 of the following: (a) Liquid or pasty, including emulsions, dispersions and solutions (excluding solutions in which the weight of the volatile organic solvent exceeds 50% of the weight of the solution). NOTE: The Note is amended to make it clear that materials in which the weight of the volatile organic solvent exceeds 50% of the weight of the solution are excluded from Chapter 39.				
R.34. 82.02 By the substitution for sub-heading No. 82.02.87 of the following: 92.02.87 Saw banding, whether or not cut to length, and endless sawbands, serrated	lb.	5%	3%	Free (U.K.)

Dumping duty

GOVERNMENT NOTICE R35, published in the Republic of South Africa *Government Gazette* of January 12, amends the Dumping Duty Schedule to the Customs and Excise Act as follows:

Item	Tariff Heading and Description	Rebate Items	Territories
207.01	By the substitution for paragraph (1) of tariff heading No. 39.02 of the following: (1) Ethylene polymers and copolymers: (a) With a specific gravity not exceeding 0·940:		
	(i) Liquid or pasty . . .		Canada, Italy, United Kingdom, United States.
	(ii) Blocks, lumps, powders and similar bulk forms . .		Canada, Italy, United Kingdom, United States.
	(b) Polyethylene tubes		Austria, Italy, United Kingdom, West Germany.
	NOTE: Provision is made for an ordinary anti-dumping duty on ethylene polymers and copolymers with a specific gravity not exceeding 0·940, liquid or pasty or in blocks, lumps, powders and similar bulk forms, if imported from or originating in the territories mentioned.		

JORDAN

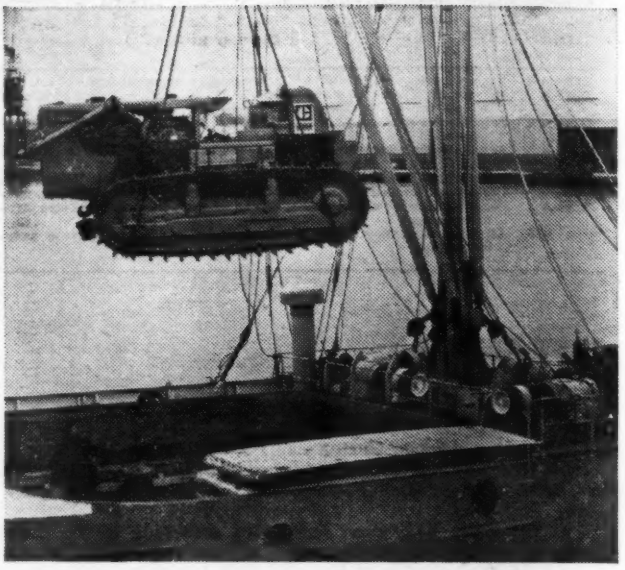
Customs tariff amendments

THE JORDANIAN *Official Gazette* No. 2062, of December 10, 1967, published the following amendments to the tariff:

Tariff No.	Article	Unit	Rate
73/17	Tubes and pipes of cast iron:		
	(a) Cast iron pipes of 4 in. diameter and a length not exceeding 90 cms.	*Ad val.*	33%
	(b) Others	*Ad val.*	9%
73/20	Tubes and pipe fittings cast iron or steel:		
	(a) of 4 in. diameter	*Ad val.*	33%
	(b) Others	*Ad val.*	21%

These amendments came into effect on November 2, 1967.

Any inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).



An export order worth more than £½ million has just been completed by Caterpillar Tractor Co. Ltd., Glasgow. Thirty D8H tractors left Grangemouth Docks on board the 'August Schulte' bound for Benghazi, Libya. Each of these 270 h.p. machines weighs 25 tons. The tractors were supplied with Bulldozer Blades and other agricultural equipment and are to be used for land reclamation purposes.

ISRAEL

Public Health Rules as to Food

DOCUMENTS ON Public Health Rules as to Food have been issued by the Israeli Ministry of Health. All separate copies of documents on colourants, preservatives, emulsifiers and stabilizers and the preservation of food by radiation are being held by Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 4207).

LEBANON

Animals and animal products

THE BRITISH EMBASSY in Beirut have reported that, according to *Official Gazette* No. 98 of December 7, 1967, animals and animal products entering or leaving the Lebanon are now subject to a health examination.

Inquiries about this notice should be addressed to Export Services Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

Import and sale of cigarettes

THE FOLLOWING is an unofficial translation of new regulations concerning the import and sale of three new brands of American blend cigarettes and a new brand of English blend cigarettes which were published in Lebanese *Official Gazette* No. 100 of December 14, 1967.

Article 1 – The following brands shall be added to the list of products the sale of which is authorized by the Regie des Tabacs et Tombacs:

	Price per packet containing 20 cigarettes, all taxes including L.L.
American blend filter-tipped cigarettes:	
Trou (minted)	1.85
Philadelphia	1·65
Cleopatra	1·65
English blend, filter-tipped cigarettes:	
Dunhill International	2·00

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475),

TURKEY

Global import quotas and liberalization lists

ON JANUARY 4, 1968, the Turkish authorities announced the twentieth list of global quotas and the liberalization lists for the first half of 1968. A few changes have been made in the import regulations as follow:

(a) Where items are controlled by a Ministry or other body, importers have now 30, instead of 20, days to convert that Authority's import permission into an import licence.
(b) Applications for permission to withdraw goods from Customs where the import licence has expired must now be made within 4, instead of 6, months.
(c) In cases where, within the period of validity of the relevant allocation notice or import permission, the purchase price is found to be excessive, the importer may cancel his rights to the covering import licence without loss of his guarantee, but the Price Control Office will request, in addition to a pro-forma invoice, a certificate as to actual cost from the Turkish Commercial Counsellor or Consulate in the intending seller's country.
(d) To curtail fraudulent transactions, industrialist importers may only appoint as their 'importer-contractor' a firm which has been engaged in business in the same products for at least five consecutive years previously.
(e) Use and servicing instructions in the Turkish language must accompany all imported vehicles, engines, motors, machines and appliances, otherwise the goods will not be released by the Customs authorities.

The liberalized lists contain very few changes, but there are a large number of changes in the Global Quota List; some 20 items have been deleted and about the same number added. In some cases, allocations are more restricted within Tariffs and in others, allocations have been divided between two or more specific industries. Several items now have only a nominal $1,000 allocation. In many cases allocations have been substantially reduced, and in a few cases increased, notably Private Sector Capital Equipment Requirements which is now $20 million instead of $10 million. Of this total, $12 million is controlled by the State Planning Organization for use for 1968 Development Programme projects involving more than $200,000 each.

Applications to import under the new quotas must be made by Turkish importers within *one month* of the date of publication in Turkey.

A further announcement will be made when the full details of the quota and liberalization lists become available.

Inquiries about this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel 01-248 5757, Ext. 420).

MALAYSIA, SINGAPORE AND BRUNEI

Currency arrangements

AT A MEETING held on December 2, 1967, the Finance Ministers of Malaysia, Singapore and Brunei confirmed that following devaluation of the pound sterling there would be no change in the exchange rate of the notes and coins issued by the Board of Commissioners of Currency (the old Malayan dollar) which was fixed by the Currency Agreement, 1960, at 2s. 4d. to a dollar. In terms of the new Malaysian, Singapore and Brunei dollars, one dollar of the old currency is equal to 85.71 cents. They also reaffirmed the intention of their respective Governments to maintain the par value of their respective new currencies at 0.290299 grammes of fine gold to a dollar.

The three Ministers also agreed to recommend to the Board of Commissioners of Currency that all notes and coins of the old currency should cease to be legal tender in all the three countries on December 31, 1968.

SINGAPORE

Currency Act, 1967

THE SINGAPORE *Government Gazette* dated December 15, 1967, published an amendment to the Currency Act, 1967, which provides that, with effect from November 19, 1967, notes and coins issued by the Board of Commissioners of Currency, Malaya and British Borneo (i.e. the old Malayan dollars) which continue to be legal tender under the Act, shall be exchanged for the notes and coins of the Singapore Currency Board at the rates set out below:

Rates of Exchange

Notes and coins of the Commissioners (old currency) Denominations	Notes and coins of the Singapore Currency Board (new currency) Denominations
1 cent	1 cent
5 cents	5 cents
10 cents	10 cents
20 cents	17·1420 cents
50 cents	42·8550 cents
1 dollar	85·7100 cents
5 dollars	4·2855 dollars
10 dollars	8·5710 dollars
50 dollars	42·8550 dollars
100 dollars	85·7100 dollars
1,000 dollars	857·1000 dollars

Customs duty on condensed milk

SINGAPORE *Government Gazette* of January 4, 1968, amends the Schedule to the Customs Duties Order, 1967, as follows:

Tariff Code No.	Description	Unit of Quantity	Old Tariff		As from December 30, 1967	
			Full	Preferential	Full	Preferential
022 101	Milk, condensed and sweetened . .	100 lb.	$19	$15	$19	$19

Pioneer Industries Ordinance

THE BOARD OF TRADE have been informed by cable of the following announcements by the Singapore Government:

Subject to representation made in writing to the Minister of Finance before February 10, 1968, it is proposed to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1959:

Industries	*Products*
A. Manufacture of equipment and supplies .	Military equipment and supplies of all types
B. Petrochemical	Carbon black

This notice means that the Minister of Finance is satisfied that the establishment and development of this industry in Singapore should be encouraged. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from Singapore Income Tax for a period of from two to five years, depending on the amount of capital invested in Singapore.

The undermentioned industry and product has been declared a Pioneer Industry and Pioneer Product under the Pioneer Industries (Relief from Income Tax) Ordinance, 1959:

Industry	*Product*
Metal working	Metal lanterns

A preliminary notice of intention of the Singapore Government to designate this product appeared in the *Board of Trade Journal* of November 11, 1967, page 1289.

Further inquiries about the Pioneer Industries legislation may be made to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2143), quoting reference CRE 6197/4/G.

(*Continued on page* 285)

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Amendments to import control

NOTICE TO Singapore Traders No. 1 of 1968 draws attention to notifications published in the Singapore *Government Gazette* on January 8, 1968, which amend Prohibition of Imports Orders as follows:

(A) Delete the following from the First Schedule to the Prohibition of Imports (General Licence) Notification, 1965:

61 Ink for duplicating machines.
74 Filament electric bulbs of 40, 60 and 100 watts of 110 volts.

(B) Delete the following from the Schedule to the Prohibition of Imports (Malaysian Common Market) Notification, 1965:

022 101 Milk, condensed and sweetened.
599 212 Mosquito coils.
629 101 Motor car tyres, outer covers and tubeless tyres, pneumatic, new.
629 102 Motor lorry and bus tyres, outer covers and tubeless tyres, pneumatic, new.
629 103 Motor car tyres, outer covers and tubeless tyres, pneumatic, used.
629 104 Motor lorry and bus tyres, outer covers, and tubeless tyres, pneumatic, used.
629 105 Motor cycle tyres, outer covers and tubeless tyres, pneumatic, new.
629 106 Motor cycle tyres, outer covers, and tubeless tyres, pneumatic, used.
629 107 Motor scooter tyres, outer covers, and tubeless tyres, pneumatic, new.
629 108 Motor scooter tyres, outer covers, and tubeless tyres, pneumatic, used.
629 109 Cycle tyres, other, outer covers, pneumatic, new or used.
629 110 Motor car tyres, pneumatic, inner tubes.
629 111 Motor lorry and bus tyres, pneumatic, inner tubes.
629 112 Motor cycle tyres, pneumatic, inner tubes.
629 113 Motor scooter tyres, pneumatic, inner tubes.
629 114 Cycle tyres, other, pneumatic, inner tubes.
629 115 Other covers for pneumatic tyres, not elsewhere specified.
629 116 Other inner tubes for pneumatic covers, not elsewhere specified.
629 117 Solid tyres, rubber, for any vehicle and tyre flaps imported separately.
725 011 Electric refrigerators not over 12 cu. ft. capacity, domestic type.
725 012 Electric refrigerators over 12 cu. ft. capacity, domestic type.
729 217 } Filament electric bulbs of 15-200 watts for domestic
729 218 } lighting.

The effect of these amendments is that as from January 8, 1968, special licences are now no longer required for the above-mentioned goods.

MALAYSIA

Pioneer Industries Ordinance, 1958

THE BOARD OF TRADE have been informed by cable that the Malaysian Government proposes to declare the following industry and product to be a Pioneer Industry and Pioneer Product under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industry	Product
Manufacture and repair of miscellaneous electrical apparatus, n.e.s.	Automobile bulbs.

This notice means that it has been represented to the Minister of Commerce and Industry that the development and establishment of this industry in Malaysia should be encouraged. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from income tax for a period of from two to five years, depending on the amount of capital invested in Malaysia.

Any person may object to the making of the proposed order by giving notice to the Minister of Commerce and Industry, Kuala Lumpur, before February 10, 1968, of his objections, and on the grounds on which they are based.

EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to answer general inquiries about the European Free Trade Association and to advise on sources of more specialized information. It also distributes literature free of charge, including the 'EFTA Bulletin', the EFTA Secretariat's monthly journal. Address: Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).

AUSTRALIA

Details of tariff changes

CHANGES HAVE been made in the Australian Customs Tariff to take account of the recommendations made by the Tariff Board in the concluding interim report under the General Textile Reference. The Tariff Board has submitted altogether 19 interim reports which collectively cover the whole scope of the General Textile Reference.

Full details of the tariff changes arising from the concluding interim report will be published in the *Board of Trade Journal* as soon as possible. In the meantime details of the tariff changes may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468) as soon as these are received.

CANADA

Remission of custom duties on parts for production machinery

THE CANADIAN Department of National Revenue have issued Memorandum D46-21 dated January 8 about the new tariff item No. 42700-1 and the remission of Customs duties on replacement parts for production machinery imported prior to January 1, 1968 (see the *Board of Trade Journal* of January 5, page 67).

The text of the Memorandum reads as follows:

ORDER RESPECTING THE REMISSION OF CUSTOMS DUTY ON REPLACEMENT PARTS FOR MACHINES AND ACCESSORIES AND ATTACHMENTS FOR MACHINES

1. Following is the text of Order in Council PC 1968-51 dated January 5, 1968:

His Excellency the Governor-General in Council, on the recommendation of the Treasury Board, pursuant to Section 22 of the Financial Administration Act, is hereby pleased to remit the duty payable under Schedule A of the Customs Tariff on replacement parts that

(a) would, upon enactment of proposed tariff item 42700-1, as contained in the Customs Tariff resolutions tabled on November 6, 1967, be classified thereunder;
(b) are entered for consumption in 1968 or 1969; and
(c) are replacement parts for machines, for accessories for machines or for attachments to machines, which machines
  (i) were, as of December 31, 1967, held to be machines of a class or kind not made in Canada,
  (ii) would, upon enactment of proposed tariff item 42700-1, as contained in the Customs Tariff resolutions tabled on November 6, 1967, be classified thereunder, and
  (iii) were imported prior to January 1, 1968.

2. All entries pertaining to remissions under the above Order in Council are to be prepared in accordance with the Appendix to this Memorandum.

The Appendix may be seen at Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

3. To establish entitlement to remission of Customs duty under the above Order in Council, appraising officers must satisfy themselves that:

(a) the imported replacement parts are classifiable under tariff item 42700-1;
(b) the imported articles are identified as being replacement parts for a machine, or accessory or attachment for such machine, which machine
  (i) was imported prior to January 1, 1968; and
  (ii) was ruled to be of a class or kind not made in Canada as of December 31, 1967; and
  (iii) is classifiable under tariff item 42700-1.

4. It will be noted that there is no provision in the Order in Council for the remission of sales tax on the duty which is remitted.

(Continued on next page)

CANADA, *continued*

Tariff board hearing on greenhouse vegetables Reference No. 140

THE CANADIAN Tariff Board has been directed by the Minister of Finance to make a study and report on tariff items 8712-1 and 8724-1 relating to field grown tomatoes and cucumbers, and on such other items which the Board considers relevant to its inquiry. If the Tariff Board's study should indicate that amendments to the Customs Tariff are desirable they are asked to prepare a revised schedule of tariff items with recommendations as to rates of duty.

A public hearing relative to this Reference will be held at 219 Argyle Avenue, Ottawa, commencing on April 1, 1968 at 10 a.m. Proposals related to this subject matter should be filed, in writing, with the Secretary not later than February 16, 1968 and briefs or submissions in support of such proposals or in contestation of proposals made by others should be filed, in writing, not later than March 8, 1968. One hundred and fifty (150) copies of proposals and of briefs or submissions should be filed with the Secretary. Persons proposing to attend the public hearing should notify the Secretary not later than March 18, 1968. Parties interested in being informed of developments in this Reference 140, and who are not already on the Board's General Mailing List should request the Secretary to place their names on the Mailing List. All communications should be addressed to The Secretary, The Tariff Board, Ottawa 4, Ontario.

Firms desiring further information should address their inquiries to the Commercial Relations and Export Department (Canada Branch), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2629), quoting reference CRE 22271/G.

The full text of the above tariff items is as follows:

Tariff Item	Description	Import Duty	
		B.P.	M.F.N.
8712-1	Cucumbers, n.o.p. . . . . per pound In any 12 month period ending March 31, the specific duty shall not be maintained in force in excess of 22 weeks which may be divided into two separate periods, and the 10% duty shall apply whenever the specific duty is not in effect	Free	2½ cts or 10%
8724-1	Tomatoes . . . . . per pound The Free rate shall apply during the months of January, February and March. During the remaining months in any 12 month period ending March 31, the specific duty shall not be maintained in force in excess of 32 weeks, and the 10% duty shall apply whenever the specific duty is not in effect.	Free	Free or 1½ cts or 10%

UNITED STATES

Fair Packaging and Labelling Act—labelling of drugs, devices and cosmetics

THE *Board of Trade Journal* dated September 8, 1967 gave notice of regulations proposed under the United States Fair Packaging and Labelling Act regarding the labelling of drugs, devices and cosmetics in package form.

The United States Commissioner of Food and Drugs has now revised these proposals in the light of comments received and has issued regulations which come into effect on July 1, 1968.

In a number of cases changes have been made in respect of the content and placement of label statements and some products have been specifically exempted from certain labelling requirements.

Any person who will be adversely affected by the new regulations may file written objections with the Hearing Clerk, Department of Health, Education and Welfare, Room 5440, 330 Independence Avenue SW, Washington DC 20201, before February 10, 1968. Each submission which may be accompanied by a supporting memorandum or brief, should specify which provisions are particularly objectionable and give details of the grounds for the objections. All documents should be filed in six copies.

Copies of the new regulations can be obtained from the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397),

Staff members of the Gift Trade Centre Export Group who are preparing for a 34-day Export Trade Mission to the United States next month where they will represent 48 giftware manufacturers and 12 jewellery firms on a coast-to-coast tour. Following their pledge to the Prime Minister earlier this month to work two and a half hours extra each week without pay in the 'I'm Backing Britain' campaign, the girls are now starting on their 'Buy British' effort.

BRAZIL

Import restrictions

IT HAS BEEN REPORTED by HM Embassy at Rio de Janeiro that the International Trade Department of the Bank of Brazil (CACEX) has published Resolution No. 26 of December 14, 1967, which temporarily suspends all imports of flour made from wheat.

VENEZUELA

Reduction of duty on wheat

HM EMBASSY at Caracas has reported that the Venezuelan Ministries of Finance and Development has issued a resolution dated December 29, 1967, which reduces the duty on tariff No. 041-01-00-wheat and unground spelt wheat (4) – from .02 bolivars per kilo gross weight, to .0005 bolivars per kilo gross weight.

Note (4)

Previous import licence required from Ministry of Development.

This resolution entered into force from the date of publication (i.e. January 3, 1968).

Customs tariff changes

ALSO REPORTED by HM Embassy at Caracas is a resolution issued by the Venezuelan Ministries of Finance and Development dated December 22, 1967, which modifies the tariff heading in respect of electric light bulbs.

Tariff No.	Description	Duty in Bolivars per Kilo gross weight
721-03-01-2	Bulbs of 15-100 watts for current of 100-220 volts, with glass covering of any form and with screw top of a diameter range from 25-27 millimetres (4) . . .	1·20

Note (4)

Previous import licence required from Ministry of Development.

This resolution entered into force from the date of publication (i.e. January 3, 1968).

URUGUAY

Imports of refrigeration machinery

IT WAS REPORTED in the Uruguayan press on December 29 that a new decree exempts refrigeration machinery up to ¼ h.p. (item 41-474 of the Uruguayan Code of Merchandise) from the import prohibitions at present in force, if authorization to import is obtained from the Ministry of Industry and Commerce. Provided

importers can satisfy the Ministry that local manufacturers cannot supply, imports sufficient to meet domestic requirements will be authorized.

Imports effected under cover of the decree will not be subject to the surcharge applicable to item 41-474, but only to the minimum surcharge of 10 per cent. The Central Bank will not apply 'Consignaciones' (additional prior deposits) to authorized imports.

Modification to the Code of Merchandise

HM EMBASSY, Montevideo, report that the following modification to the Uruguayan Code of Merchandise was made on January 2:

Sub-Group	Commodity	Surcharge %
43.269	Photographic films free of impression with a minimum width of 45 mm. imported by journalistic concerns for their own use for the printing of periodicals	Free
	Should now read:	
43.269	Photographic films free of impression with a minimum width of 45 mm. imported by or for journalistic concerns for their own use for the printing of periodicals	Free

TRINIDAD AND TOBAGO

Import licensing arrangements

THE TRINIDAD and Tobago Ministry of Industry and Commerce has announced that it is proposed to allocate quotas for the importation of 'Welded wire mesh of all kinds of iron and steel' classified under item 699-05.02. (A notice about the addition of these items to the List of Exceptions to the Open General Licence appeared in the *Board of Trade Journal* of January 12, 1968, page 145).

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

JAMAICA

Import licensing arrangements

THE LIST of Exceptions to the Jamaica Open General Licence (see *Board of Trade Journal* of August 26, 1966, page 556) has been further amended by the deletion of item 141 (Saddles, bridles and halters) and the substitution therefor of the following:

'141. Saddlery and other harness makers' goods, including saddles, harnesses, collars, traces, knee-pads and boots for any kind of animal.'

Inquiries about the above should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

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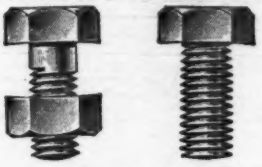

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Air transport:	
Activity at UK aerodromes (M)	19 Jan. 1968
Aircraft noise at Heathrow Airport (Q)	20 Oct. 1967
Mileage and traffic (M)	12 Jan. 1968
Trade by air (6-M)	6 Oct. 1967
Balance of payments (Q)	15 Sept. 1967
Bankruptcy orders (Q)	11 Aug. 1967
Business names registered (A)	10 Feb. 1967
Capital expenditure:	
By industry (Q)	19 Jan. 1968
Distributive and service trades (A)	30 Dec. 1966
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Catering trades turnover (M)	19 Jan. 1968
Chemical industries production (6-M)	17 Nov. 1967
Companies:	
Income and finance (Q)	3 Nov. 1967
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N. Ireland (M)	19 Jan. 1968
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Household consumption (Q)	15 Dec. 1967
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Board of Trade Departments, etc.

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Board of Trade addresses	5 Jan. 1968
Board of Trade Regional organization	5 Jan. 1968
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1967
British commercial representatives overseas	8 Dec. 1967
Directory of Board of Trade Departments and their work	26 May 1967
ECGD head offices	5 Jan. 1968
Official Receivers' Offices	16 Dec. 1967
United States consular offices in the UK	17 June 1966

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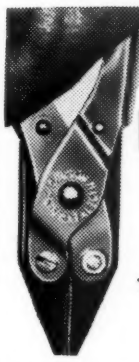

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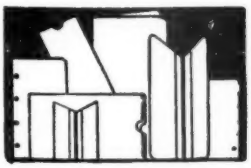

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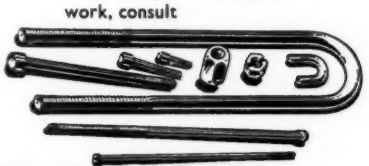

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